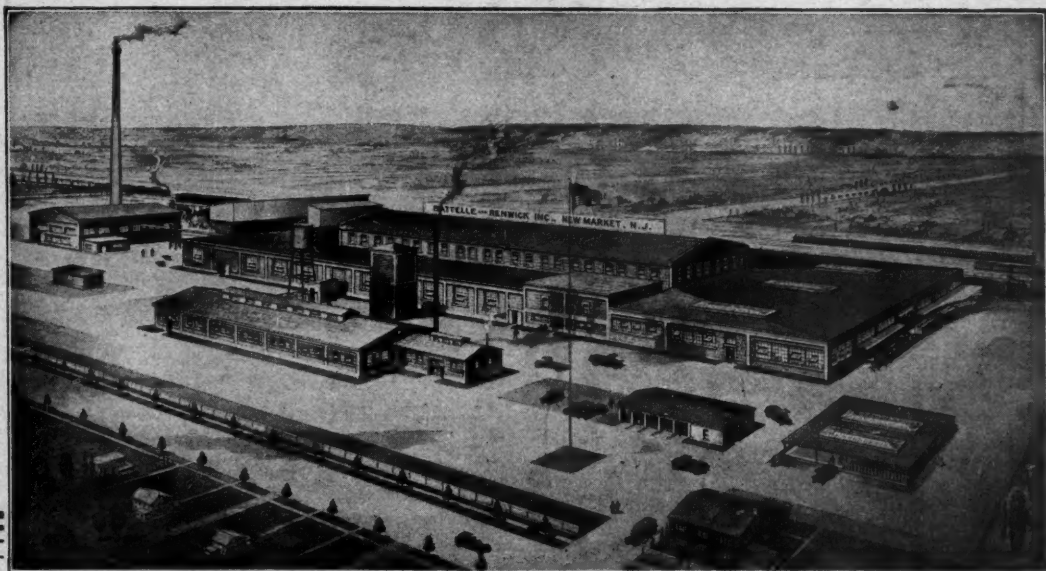


# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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Title Registered in U. S. Patent Office.

JULY 23, 1927



New fireproof refinery built in 1925

## NIAGARA BRAND

Genuine double refined Saltpetre (nitrate of potash), double refined Nitrate of Soda — “The old reliable way to cure meat right”—and refined Nitrite of Soda. All complying with requirements of B. A. I. Also “Bound Brook Brand” Refined Granulated Salt.

### BATTELLE & RENWICK, INC.

Established 1840

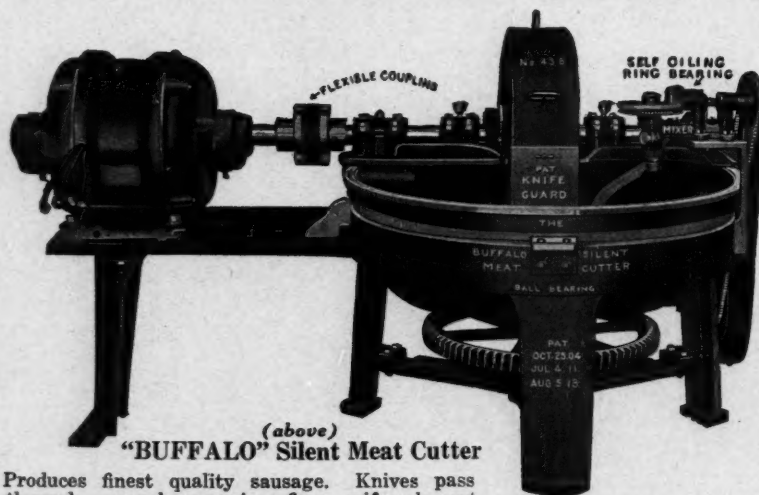
80 Maiden Lane

New York City

Ham Curing and Cooking — *Pointers on Methods* See p. 30

# FIRST

—in the opinion of prominent sausage makers  
—in the high quality sausage they produce  
—in long life and freedom from trouble and repair bills



(above)  
**"BUFFALO" Silent Meat Cutter**

Produces finest quality sausage. Knives pass through a comb, assuring fine, uniformly cut meat; no lumps or cords.



(above)  
**"BUFFALO" Air Stuffer**

Most sanitary stuffer on the market. Made in 4 sizes: 100 lbs., 150 lbs., 250 lbs., and 500 lbs.—full capacity.

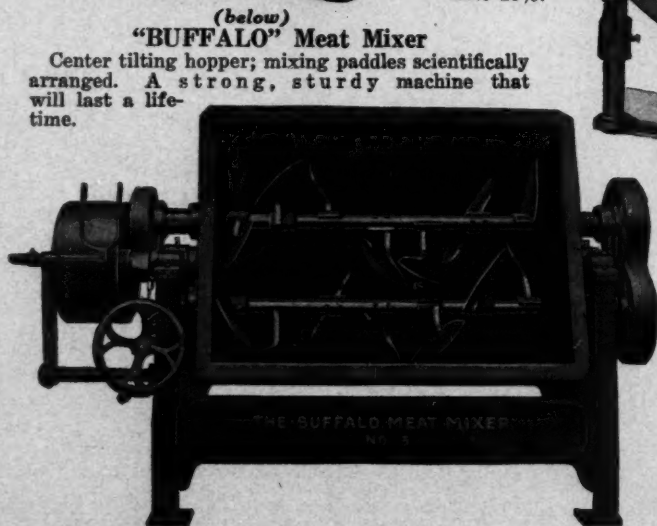
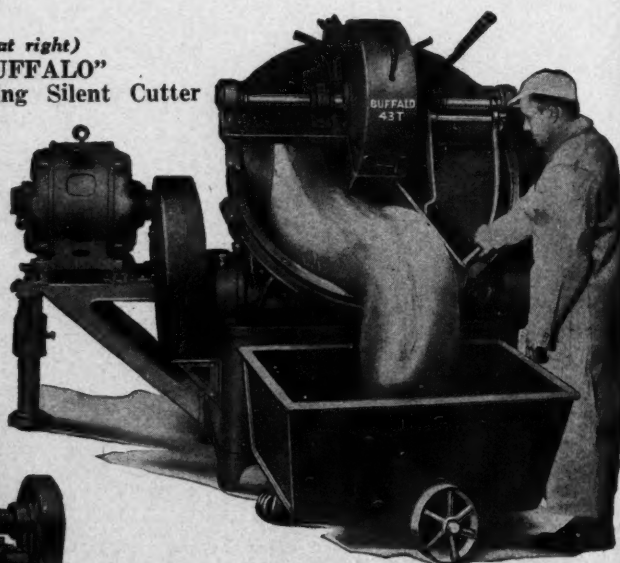


(at left)  
**"BUFFALO" Meat Grinder**

Built heavy and powerful. Cuts toughest, large chunks of meat through fine plate in one operation. Patented device prevents meat working out of cylinder into bearings.

(at right)  
**"BUFFALO" Self-Emptying Silent Cutter**

Cuts and empties a bowl of meat in 4 minutes without touching the meat by hand. Reduces cutting time 25%.



(below)  
**"BUFFALO" Meat Mixer**

Center tilting hopper; mixing paddles scientifically arranged. A strong, sturdy machine that will last a life-time.

Write for list of users, prices, etc.

**John E. Smith's Sons Co.**  
Patentees and Manufacturers

50 Broadway Buffalo, N. Y., U.S.A.  
Backed by 57 years' experience building  
Quality Sausage Making Machines



# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the post office at Chicago, Ill., under the act of March 3, 1879.

Vol. 77

Chicago and New York, July 23, 1927

No. 4

## Trade Unites to Tell World About Ham Values

### Nationwide Advertising Campaign in Which Dealers and Packers Unite Has Greatly Increased the Sales of Ham

Meat is having its turn throughout the United States these days—particularly ham and bacon. Never before in the history of the meat business has so much been heard and seen at one time about meat.

The combined advertising and merchandising campaign launched jointly by the producing, packing and retail interests has "gone over big," in spite of the predictions of the pessimists.

Volume of ham sales has increased greatly in all parts of the country, and this is only the beginning of the campaign.

The great "Special Sale" week which began yesterday—aided by a volume of newspaper advertising such as was never before known—is bound to send the volume up still farther. Plans for further sales efforts, especially on whole and half hams—will give the campaign still more impetus.

By the end of August the trade will be able to total a two months' volume of business such as it has never known before under normal trade conditions.

#### Results Speak for Themselves.

The pessimists are beginning to lose ground all along the line.

The packer who said hams wouldn't sell sees his competitors doing increased business.

The salesman who said he couldn't get more tonnage on his territory finds his more wide-awake competitors doubling their tonnage in some cases, and not cutting prices, either!

Prize-winning salesmen's letters printed in this issue of THE NATIONAL PROVISIONER are referred to as evidence on this point.

Retailers who turned up their noses and asked "What's the big idea?" are discovering their neighbors down the street taking the trade away from them—even going into the newspapers along with packers and other retailers to startle the city with double-page screamers on Ham and Bacon.

The Ham and Bacon Campaign will be a failure with the "stick-in-the-mud" packers and dealers. All they can see of their more progressive competitors is their dust!

### Meat Advertising Record Nationwide Campaign on a Scale Never Before Attempted

With an unparalleled volume of ham and bacon advertising in more than 150 of the largest newspapers of the United States—and with one week Special Sales of ham and bacon starting yesterday, July 22, in stores throughout the entire country—the big ham and bacon merchandising and advertising campaign which is being carried on by the meat trade of the nation this week reached a peak.

Never before have special sales of ham and bacon been advertised by dealers and packers from one end of the country to the other. Never before have double pages advertising a meat product appeared in some of the largest cities of the country.

Meat certainly is having its turn now. The scope and volume of the advertising

which appeared this week in the newspapers of the country is almost beyond belief.

#### Big Cities Were Amazed.

In Brooklyn, for example—the biggest part of New York City, and actually the second largest city in the United States—400 dealers took more than a whole page in the "Brooklyn Eagle" to advertise the

DIDJA EVER NOTICE THAT  
BUSINESS TURNS UP FOR THE  
GUY THAT DIGS  
IT UP?



fact that they were holding a special sale and offering special values on ham and bacon for one entire week beginning July 22. And they have taken another full page for the sale beginning August 19.

In Cleveland, O., more than 200 dealers bought a whole page in the "News" to advertise the special sale on ham and bacon which they are holding, and the special values which they offer.

In St. Louis nearly two hundred more dealers bought a whole page in the "Globe Democrat" for the same purpose.

In Philadelphia, in Detroit, in Oklahoma City, in Pittsburgh, in Portland, Ore., in Toledo, O., in Fort Worth, Tex., in Nashville, Tenn., in Los Angeles, in Des Moines, Iowa, in New Orleans, in Rochester, N. Y., in Atlanta, Ga., in Seattle, Wash., in Milwaukee, in Chicago, in Indianapolis, and in numerous other cities scores of dealers contracted for liberal

Prizes for Packer Salesmen who tell the best story of a sale—See page 26

amounts of space to advertise their special sales and special values.

This advertising was in addition to the regular ham and bacon advertising published in the name of "The Meat Trade."

#### More Campaign Material.

In addition to the newspaper advertising, hundreds of thousands of pieces of store material were distributed for display during this week.

This includes proofs of the newspaper advertisements; a "Special Food Notice," which is a poster calling attention to the favorable prices at which the dealers are offering ham and bacon, and an attractive window streamer, reading, "Special Sale This Week—Ham."

And hams are moving in greatly increased volume in all parts of the country.

Oranges, bananas, raisins, cereals, sauerkraut and many other foods have had their innings—but it's meat's turn now!

The store material scheduled for display during the week beginning July 25 consists of a novelty streamer featuring ham "spe-

cial." Space is left in the case of each "special" listed for the dealer to write in his price.

Every dealer should request one of the salesmen from whom he buys to supply him with a copy of this streamer. It is sure to attract customers and to increase ham sales. Ham butts and shanks are featured on the streamer, along with whole and half hams and slices.

### Urges Retail Advertising National Secretary of Retailers Suggests Newspaper Features

As one means of co-operating in the nation-wide ham and bacon merchandising and advertising campaign, John A. Kotal, Executive Secretary of the National Association of Retail Meat Dealers, last week wrote the advertising managers of the leading newspapers of the country offering to supply them with mats for a central layout for a page of co-operative dealer

advertising, featuring the special sale on ham and bacon, which began on July 22, and which will continue for a week.

Mr. Kotal's letter read as follows:

Chicago, July 13, 1927.

To the Advertising Manager:

Perhaps you have heard about the nation-wide drive on Ham and Bacon which the entire meat trade is conducting, and perhaps you have already turned it into lineage for your paper.

In any event, we thought you would like to have this opportunity brought to your attention and to know what material we have available to help you sell space to local meat dealers.

All during July and August, dealers are going to be keyed up on Ham and Bacon. Wholesale prices are about one-fourth less than at that time last year, and the retailer is therefore able to offer attractive prices and direct his effort to volume on smoked meats. To help him merchandise

# Special Sale

*on two choice meats*



**B**EGINNING today, stores throughout this city and the nation are holding special sales on ham and bacon—for one entire week. Retailers everywhere are offering their customers special values on these delicious, seasonable meats.

Tender, sweet and juicy—ham is a particularly pleasing summer meat. And so is bacon. No trouble to prepare. No waste.

Look to your own store for distinct, special savings, starting today.

THE MEAT TRADE

*A good meat buy* **Ham**  
and Bacon

*New tested recipes—at your own store—free. Ask for them.*

THIS IS THE ADVERTISEMENT APPEARING THIS WEEK.  
It is designed to aid the retail meat dealers in their special sales of hams and bacon.



**JOHN A. KOTAL**  
Secretary, National Association of Retail Meat Dealers, leader in retailers' cooperation in the campaign.

this opportunity, he is being supplied liberally—every week—with posters, streamers, package stickers, recipe folders, etc.

And he is being urged to run advertising over his own name.

This opportunity, for the dealers and for the newspaper, applies with particular force to the two One-Week Super Sales.

#### The Special Sale Week.

For one week beginning Friday, July 22nd, it is planned to hold a special sale on Ham and Bacon in every meat store in the United States. For another week, beginning Friday, August 19th, there'll be another country-wide sale, this time on Whole and Half Hams.

Both these promise to be the biggest sales events ever pulled off in the meat industry. Enormous quantities of Ham and Bacon are going to be sold and every



wide-awake dealer will want to get his share of the business.

For the dealer whose business permits, individual ads of special sales will probably be preferred.

But any dealers, large or small, can well afford to join with other dealers in a co-operative page announcing this sale. For this purpose, the enclosed "Special Sale" layout is provided. It shows how a few dealers may have their ads grouped around the central announcement.

#### Advantage of Cooperative Advertising.

Your men may find it convenient to use this sheet as a dummy when selling the space. Of course you can group a smaller or larger number of ads around the central ad.

Additional copies of this sheet may be had for the asking, and a mat will be furnished free for the central announcement. Moreover, the central portion can be set locally if you prefer. Another design will be offered for the Whole and Half Ham sale in August.

Retailers throughout the country have been asked to co-operate. I myself have made such a request to 92,000 of them.

Of course, in determining your space charge to dealer, you will want to cover the cost of the entire page, including the space occupied by the "Special Sale" notice in the center. And when signing up dealers, you may as well sell space for both sales at once.

Yours very truly,

NATIONAL ASSOCIATION OF RETAIL MEAT DEALERS.

John A. Kotal, Secretary.

[The layout to which Mr. Kotal refers is reproduced in another column.]

#### OZARK PACKERS COOPERATING.

Meat packers and retail meat dealers of Springfield, Mo., are doing their share to acquaint the people of Southwestern Missouri with the palatability and high food value of ham and bacon, and the special values to be had now on these meats.

In the July 8 issue of the Springfield Leader the Springfield Packing Co. and the Welsh Packing Co., both of Springfield, and eight retailers of the city, co-operated in an advertising "splurge" that fairly shouted the message of the ham and bacon campaign.

One page of the newspaper was devoted to hams and bacon. Each of the packers used one-fourth of a page, and each retailer had smaller space, to bring the total space up to about three-fourths of a page. The remainder of the space was devoted to interesting reading matter on hams and bacon, receipts, etc.

#### DUTCH HOG SLAUGHTER.

The slaughter of pigs in the Netherlands for export during the year 1926 totaled 1,142,321 head. The trend of slaughtering began to rise in June and reached its peak in November when somewhat over 125,000 head were killed, according to the U. S. Department of Commerce. During the present year the slaughter apparently reached its peak in February and has since been declining, being in April 124,000 head.

## Special Sale

### on Hams and Bacon

These stores have agreed to give special value in Ham and Bacon to the public during this entire week



Ask your meat dealer about the economy of buying ham and bacon now

# Ham

and Bacon

-the great summer foods  
-and an economical buy for  
the housewife now



#### RETAILERS AND PACKERS COOPERATE IN BIG NEWSPAPER ADS IN MANY CITIES

Double-page advertisements heralding the special sale appeared in Brooklyn, N. Y., with four hundred dealers participating; in Cleveland, O., with more than two hundred; in St. Louis, Mo.; in Detroit, Mich.; in Toledo, O.; in Chicago, and in a number of other cities. The names and addresses of the participating dealers appeared in the left-hand page of the double-page spread as shown above.

#### SPECIAL HAM RECIPES.

Here are a few recipes which have been tested by experts, and ought to make some people buy more ham.

##### Baked Ham Slice with Potato.

Take 1 thick slice of ham, 1 cup brown sugar, 1 teaspoon prepared mustard, 6 medium potatoes sliced thin, 2 cups milk, salt, pepper, flour and parsley.

If ham is rather salty, cover with water and let stand half hour before cooking. Place ham in a round shallow casserole, spread over it a paste made of the sugar and mustard, add potatoes, then milk, and sprinkle with salt, pepper and flour. Cover and bake in a slow oven (300°) for 1½ hours. The last 15 minutes of cooking remove cover to let top brown slightly. Garnish with chopped parsley and serve.

##### Ham with Noodles.

Take 2 cups ham, finely chopped; ½ green pepper, chopped; ¼ teaspoon black

pepper; ½ cup bread crumbs; ¼ pound broad noodles, 1 cup milk, 1 egg and 2 tablespoons butter.

Cook noodles in boiling salted water until tender. Add chopped ham and green pepper. Place mixture in a greased baking dish, sprinkle with pepper and pour over it the milk combined with beaten egg. Spread the top with bread crumbs, dot with butter, cover the casserole and bake in a moderate oven about 30 minutes. This recipe gives 6 servings.

##### Picnic Sandwiches.

Quickly and easily made by three recipes, as follows:

No. 1—1 cup cooked ham, ground; mayonnaise; 4 tablespoons mustard pickle, ground. Grind the pickle and ham together and add enough mayonnaise to form a paste of the right consistency to spread. Very good with graham or rye bread.

No. 2—1 cup cooked ham, ground; 3 tablespoons pimento, ground; 2 hard-cooked eggs, mayonnaise. Finely chop

## A suggestion for today—

# 1927 JULY 1927

SUN.	MON.	TUE.	WED.	THU.	FRI.	SAT.
					1	2
3						9
10						16
17					22	23
24				28	29	30
31	25	26	27			



It's a good value now!

Slices-half-whole

ONE OF THE CATCHY PIECES OF ADVERTISING FOR HAM CAMPAIGN.

the eggs and grind ham and pimento. Moisten with mayonnaise. Spread mixture between slices of buttered whole wheat bread. A lettuce leaf in each sandwich is an attractive variation.

No. 3—1 cup cooked ham, ground; mayonnaise;  $\frac{1}{2}$  cup shelled peanuts, finely chopped. Grind ham and combine with chopped peanuts. Moisten with mayonnaise and use for white or whole wheat sandwiches.

#### FARM LIVESTOCK INCOME UP.

The total value of farm production for the fiscal year ended June 30 1927, is estimated by the U. S. Department of Agriculture at \$12,080,000,000 compared with \$12,670,000,000 the preceding year.

Of this total farmers received an estimated \$2,892,000,000 for meat animals compared with \$2,848,000,000 the year before. This was almost \$1,000,000,000 less than was received for poultry and dairy products. The higher returns for livestock and livestock products offset in a measure the smaller income from cotton, feed grains, apples and potatoes.

### Railroads Boost Ham

#### Advertise Ham on Dining Car Menus and in Other Ways

Many of the country's largest railroads have notified the National Live Stock and Meat Board that they will be glad to co-operate in the nation-wide ham and bacon merchandising and advertising campaign by featuring ham and bacon on their dining car menus during the period of the campaign, and by utilizing the colorful "Ham Special" stickers which the Board has offered to make available.

The following railroads already have offered their hearty co-operation:

Atlantic Coast Line.  
Baltimore and Ohio.  
Chicago and Alton.  
Chicago, Burlington and Quincy.  
Chicago and Eastern Illinois.  
Chicago, Milwaukee and St. Paul.  
Chicago and Northwestern.  
Chicago, Rock Island and Pacific.  
Delaware Lackawanna and Western.

Great Northern.  
Illinois Central.  
Chicago Great Western.  
Missouri Pacific.  
Nickel Plate.  
Norfolk and Western.  
Sea Board Air Line.  
Southern Railway System.  
Texas and Pacific.  
Union Pacific.

In addition, the Board has heard from Fred Harvey, who controls the dining facilities of the Atchison, Topeka and Kansas and of the St. Louis and San Francisco railways, to the effect that he will be glad to feature ham dishes on his menus.

Letters from additional railroads are coming in daily.

In addition to enlisting the co-operation of the railroads, the meat trade in each city where the ham and bacon advertising is being carried has been requested to develop some effective plan for getting the more important hotels and restaurants to use the menu stickers and to feature ham and bacon dishes.

Arrangements are being made in some cities for personal calls on the managers and stewards of the principal hotels and restaurants and the co-operation of the hotel supply houses also is being enlisted.

To show the extent to which some railroads went in aiding the campaign, the following is a reproduction of the special ham menu card offered on dining cars of the Chicago Great Western Railroad this last week:

#### MENU

##### *Eat Ham and Bacon for Vigor*

Fried Ham with Hawaiian Pineapple, 70  
Boiled Ham with Spinach, 70  
Minced Ham with Scrambled Eggs, 60  
Ham Omelet, 60  
Ham and Eggs, 70      Bacon and Eggs, 70  
Crisp Bacon with Greens, 70  
Cold Sliced Ham, Potato Salad, 75  
Grilled Bacon on Toast, 70  
Ham Sandwich, 25  
Bacon with Fried Apples, 70  
Bacon with Poached Eggs  
and Cream Sauce, 70  
Bacon with Scrambled Eggs, 60  
Tea, Pot, 15      Buttermilk, 10      Coffee, 15

#### ADVERTISEMENT FOR WEEK OF JULY 25.

"Real Savings Now on Ham and Bacon" is the title of the meat trade advertisement scheduled for publication about July 29.

Proofs of this advertisement are not being distributed for posting in shop windows in order not to conflict with the proofs of the "Special Sale" advertisement which should remain on display during the entire week of the sale, July 22-29. Quantities of proofs of the remaining advertisements, however, will be distributed for posting in the usual way in retail stores in the cities where the advertisements are to be published.

#### EVEN DRUG STORES AID HAM.

Quantities of attractive ham sandwich streamers, reading, "Try Our Delicious Ham Sandwich," and printed in two colors, are being distributed to drug stores, soda fountains, and similar establishments which specialize in light lunches. In Des Moines, Iowa, the meat trade of the city has been posting the regular store material in the drug stores.

# Real Savings

## Now

### on ham and bacon

ARE YOU taking advantage of the fact that this is an unusual ham and bacon year?

Better values exist now than have prevailed in a good while. Real savings, as compared with last summer, can be made.

Remember, too, that ham offers almost unlimited opportunities for serving quickly-made, attractive, tasty dishes of enjoyable variety.

Buy these delicious, full-flavored meats now—when they offer such outstanding values.

THE MEAT TRADE



Buy today **Ham**  
and Bacon

Tested recipes—at your own store—free. Ask for them.

THIS NEWSPAPER ADVERTISEMENT WILL APPEAR NEXT WEEK.



# A Page for the Packer Salesman

## This Salesman Got Results Dealer Sold More Hams in 3 Days Than He Had in Month

Here is the first salesman's report on the Ham Campaign.

Inspired by the advertising and merchandising helps offered in the campaign, and by THE NATIONAL PROVISIONER's suggestions on its "Page for Packer Salesmen," this packer salesman went after his trade.

Here is one illustration of what he accomplished:

One customer had never bought over 2 hams a week, and apparently didn't know how to sell ham—except a slice at a time! Mr. Salesman showed him how, got him to take a 100 lb. trial order—and this dealer sold more hams in 3 days recently than in any month since he had been in business.

What one salesman can do—what one retailer can do—others can equal or better!

Read what this salesman subscriber says:

Cicero, Ill., July 11.

Editor THE NATIONAL PROVISIONER:

I have been reading THE NATIONAL PROVISIONER every week and watching for your sales hints. Your latest "Salesman's Page" was an especially good one.

I will try and give you the experience I had with one of my customers last week in selling hams.

Taking advantage of this national Ham and Bacon Campaign, I fortified myself with everything the average salesman does during the campaign—the advertising being the backbone of this campaign.

### Didn't Know How to Sell Ham.

This particular dealer was a man who never bought over 2 hams a week. And he kept them in a place where no one could see them. If anyone asked for a slice of ham he would cut it, and then hide the ham until the next customer asked for it!

I often asked this man his reason for this, and for buying so few hams. His answer always was: "Well, if you can sell my shanks and butts for me, then I'll gladly buy more hams."

Well, after half an hour's talk, showing him how other dealers are going to "cash in" during the next few weeks by pushing hams every hour of the day—with this wonderful advertising in his windows and in the leading newspapers—he finally ordered his first 100 lbs. of hams.

### Sell Whole and Half Hams.

The idea, as I sold it to him, was to try to sell whole or half hams (instead of just a few slices) by showing his customers the many ways to use the ham in boiling or frying.

The result was that this man admitted to me today that he sold more hams in three

days last week than he did in any month since he has been in business.

His repeat order will be waiting for me on my next trip. If one can do it, why can't they all do it? Let's go to it, boys!

Yours for more business,

CHAS. BARBOSKY.

Geo. A. Hormel & Co.

This salesman wins the first of THE NATIONAL PROVISIONER's weekly cash prizes of \$10 to the salesman sending in the best report of a sale of hams or bacon made by him.

Come on, Salesmen! A \$10 cash prize every week for the best sales story. Send your reports to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

### PACKER CHEERS SALESMEN.

A word from the head of the company to the salesmen about the ham and bacon campaign should be helpful. Here is the way in which Charles J. Roberts, head of Roberts & Oake, acknowledged his enthusiastic interest in the efforts of his salesmen:

"I want you to know that I know what you are doing in this great Ham and Bacon Campaign, and let me tell you your efforts are appreciated! Check up on yourself—are your results satisfactory to you? You've six week left to catch up if you are behind. Go to it!

Enthusiastically yours,

C. J. ROBERTS."

## Prizes for Salesmen

Packer salesmen participating in the Ham and Bacon Campaign have a chance to make some extra money, besides telling the trade of their success as salesmen.

The NATIONAL PROVISIONER offers the following cash prizes to packer salesmen during the campaign:

I. A cash prize of \$10 to the salesman submitting the best report of dealer co-operation in using store material (posters, stickers, leaflets, etc.)

II. A cash prize of \$10 to the salesman submitting the best report of dealer cooperation in putting on special sales.

III. Cash prizes of \$10 EVERY WEEK DURING JULY AND AUGUST to the salesman sending in the best report of a sale of hams or bacon made by him.

Tell how you did it!

Send your stories to the Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., with your name and address. Your name will be omitted in printing the stories if you prefer.

In addition to the cash prizes, a prize of one year's subscription to THE NATIONAL PROVISIONER will be given to EVERY SALESMAN WHOSE STORY IS ACCEPTED.

## Quotas for Salesmen

### Who Knows Best What the Quota Should Be?

There are many methods, scientific and otherwise, of arriving at quotas, but the live salesman has his territory mapped out and he needs no handicap or particular urging to get out of his route all there is in it.

Who knows better than the salesman that he is not getting more new customers, greater tonnage or reducing expenses and increasing the profits in his territory?

The salesman himself usually has more of these facts at his fingers' ends than those who assign quotas to him.

Set your own pace, Mr. Salesman. Beat your last week's, month's, year's records, and your employer is bound to recognize your worth.

Hundreds of salesmen pass and repass the best kinds of prospects. If these men would make surveys of their territories and the sales possibilities in them, the work would not only interest them, but their own personal reviews of their territories would be of great benefit to them in their work.

### A HYMN TO THE HOG.

Here is how the ham and bacon campaign inspired Will M. Maupin of the Omaha Bee:

I will tune up my lyre and try to inspire  
A song on the virtues of bacon and ham.  
A song to the pleasure of eating at leisure  
A rasher of either wherever I am.  
With ham or with bacon, when either is  
taken  
With eggs that are fresh and come "sunny  
side up"  
I feel no resentment, but in ease and contentment  
I know that life's pleasures are brimming  
my cup.

When tired of toiling and weary with molling  
Away in the marts 'midst the hurrying  
men,  
I seek isolation and find consolation  
In bacon or ham, with the fruit of the hen.  
I find all my troubles the merest of bubbles  
When at the day's closing I find that I am  
At my family table and thoroughly able  
To eat a full portion of bacon and ham.

And, knowing its savor, I ask only one  
favor—  
Of having mine cut from Nebraska fed pig.  
A ham from Nebraska, should anyone ask ya,  
It fit for a king, sir; so matter how big.  
And, at the day's ending, when home I am  
wending  
My way, I find vigor infusing my legs;  
And my heart's palpitating, for I know  
there's waiting  
Nebraska ham, garnished with newly laid  
eggs.

When he read this Carl M. Aldrich, Nebraska City meat packer, penned the following, "with apologies to Brother Bill":

### MORAL.

For forty years we have been makin'  
Nebraska pigs into ham and bacon.  
And if you want the best ham-and,  
Be sure you get the Coupon Brand.  
Nebraska City does her part,  
Right out here in the corn-belt heart.  
And when you want your ham with eggs on—  
Be sure its cured by—Morton Gregson.

### GOOD MEASURE?

Mr. John Roberts went to Kansas City last week with a carload of hogs. Several of his neighbors went in together to fill up the car.—(Local item in a Missouri paper.)

### TRADE GLEANINGS.

The Wisconsin Packing Co. has opened a new retail market in Ironwood, Mich.

W. R. Zickerman has moved his sausage factory from 1415 Haight street, San Francisco, Calif., to 3326 Mission street.

The meat packing plant of C. B. Janks, Twin Falls, Idaho, was badly damaged by fire recently. The buildings were gutted.

Anderson, Clayton & Co. are expanding their cottonoil mill interests in the western section of Texas, having bought the Slayton mill at Slayton, Tex.

The Vicksburg Dressed Beef Co., Vicksburg, Miss., has been reorganized. Lawrence C. Biedenharn is president and Louis L. Switzer, secretary. The capital is \$50,000.

The Washington Meat Market, Stroudsburg, Pa., has been sold to the Monroe Meat Market Co., dealers in wholesale meats, and will be operated by it in the future.

Edward W. Davis, who retired several years ago as senior member of the firm of E. W. Davis & Co., wholesale meat dealers, New York City, died recently at his home in New York.

The plant of the Evansville Packing Co., Evansville, Ind., is being enlarged to permit of increased production. The new construction will cost \$10,000, and will be ready for occupancy about Sept. 1.

The Sullivan Packing Co., Detroit, Mich., has declared its usual quarterly dividend of 2 per cent on the preferred stock of the company, payable Aug. 1, 1927, to stockholders of record July 20, 1927.

The plant of the Fairbault Packing & Provision Co., Fairbault, Minn., has not been sold, as was recently reported in the daily newspapers. It is still being operated under the direction of H. C. Theopold.

The Grand Rapids Packing Co., Grand Rapids, Mich., has turned its business into a stock company and has changed its name to the Kent Packing Co. The authorized capital of the company is \$300,000, of which \$100,000 is preferred stock and \$200,000 common.

The Shreveport Packing Co., Shreveport, La., has increased its capital stock to \$250,000, divided into 300 shares of common stock of \$500 par value each and 1,000 shares of preferred stock with a par value of \$100 each. The outstanding capital stock of \$83,500 has been declared common stock.

### CANADIAN MEAT IMPORTS.

Imports of meat and lard into Canada during May, 1927, with comparisons, are reported by the U. S. Department of Commerce as follows:

	May, 1927.	May, 1926.
Beef, fresh, lbs.	6,216	3,248
Mutton and lamb, fresh, lbs.	306,295	237,167
Pork, fresh, lbs.	126,604	294,903
Other meats, fresh, lbs.	6,024	3,950
Bacon and hams, lbs.	9,717	20,585
Beef, pickled, lbs.	10,100	5,838
Canned meats, lbs.	578,138	609,874
Dried or smoked meats, lbs.	5,372	36,847
Pork, in brine, lbs.	614,450	744,924
D. S. pork, lbs.	130,543	197,023
Sausage, lbs.	22,081	22,174
Other meats, salted, lbs.	1,684	1,307
Lard, lbs.	5,622	68,138
Lard compounds, lbs.	140,144	155,583

### GOBEL BUYS GEORGE KERN, INC.

Within the past week negotiations that have been under way for some time for the sale of George Kern, Inc., were completed, and the entire plant, business and good will of George Kern, Inc., was turned over to Adolf Gobel, Inc.

The business conducted under the name of George Kern, Inc., included one of the largest dressed and processed meat plants in New York City. It ranks next in size to the Gobel organization in the processed meat industry, and is the result of 30 years of consistent growth. For the past 18 years Frank M. Firor had been directing the business for George Kern, Inc., and during this time the gross sales mounted from \$80,000 to \$10,000,000 a year. In



FRANK M. FIROR

Who now heads combined New York plants of A. Gobel, Inc., and Geo. Kern, Inc.

January of this year Mr. Firor resigned to become president of Adolf Gobel, Inc.

The purchase of this plant by Adolf Gobel, Inc., is another step forward in the remarkable progress of this company organized by Adolf Gobel over 30 years ago for the making of prepared meats, on a quality basis only. This company has steadily grown, until today it is recognized as a leader in the manufacture of pure meat products. With the addition of the Kern plant, together with its own facilities, Adolf Gobel, Inc., will control the largest meat product plant in the East.

Hitt, Farwell & Co., investment bankers, handled the deal, which involved all but a small amount of the Kern stock. Adolf

Gobel, Inc., has acquired 51 per cent of it, and the rest has been placed privately by the bankers. The Gobel Company financed the transaction out of funds which it has been employing in the call loan market. No bank financing was required.

It was announced by the Gobel company, of which Frank M. Firor is president, that the name of George Kern, Inc., will be retained. It is not intended at this time to consolidate the organizations.

George Kern, who came to America almost a penniless immigrant in 1888 from Stuttgart, Germany, is retiring with a fortune.

Mr. Kern's business career paralleled very closely that of Adolf Gobel, founder of the business which now has absorbed the Kern enterprise.

He started in business at about the time Mr. Gobel laid the foundation of his business. Both began modestly, Mr. Gobel as a peddler serving small butcher shops. Mr. Kern did much the same thing after a brief period as a blacksmith.

### NATIVE LAMB CROP GOOD.

The 1927 lamb crop for the United States was slightly smaller than that of 1926 but 8 per cent larger than that of 1925, according to the lamb crop report just issued by the Department of Agriculture. The indicated lamb crops for the three years were 23,764,000 in 1927; 23,878,000 in 1926, and 21,958,000 in 1925.

The native lamb crop was much larger this year than last, but the increase in native lambs was not large enough to offset the decrease in the Western lamb crop. The increase in native lambs was due both to an increased number of breeding ewes and to an increase in the number of lambs saved per hundred ewes.

In the western states the decrease in lambs per hundred ewes from 87.6 in 1926 to 77.8 in 1927 resulted in a decrease in the total number of lambs saved on 1,300,000 head or 8 per cent in spite of an increase of over 600,000 head in the number of breeding ewes.

The largest decreases in the west were in the late lambing areas and were due very largely to the very unfavorable weather conditions during April and May. As these areas furnish the bulk of the supply of feeding lambs, a considerable decrease in the available supply of such lambs is indicated.

What are the chief points to know about in kosher killing of cattle? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

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# THE NATIONAL PROVISIONER

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Meat Packers

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## Why Didn't Cheap Pork Sell?

Declining wholesale and retail prices of  
pork products have seemed to have little  
influence on increasing consumption of  
this class of meats. Packers are led to  
look into the causes for this slow move-  
ment of hog products, especially in view  
of the good demand for beef.

Retail prices of good beef are not only  
holding their own, but are on a slowly  
upward trend, while prices of all pork  
products are on the decline. These facts  
are brought out graphically in the Depart-  
ment of Labor's monthly index numbers  
of retail prices of the principal articles of  
food in 51 representative cities of the  
United States.

In the monthly period May 15 to June  
15 index numbers of beef prices showed  
the following increase over those for the  
same period a year ago: sirloin steak, 1.5;  
round steak, 3.6; rib roast, 2.6; chuck roast,  
5.0; plate beef, 4.9.

The greatest increase is in the price of  
the cheaper cuts, which indicates an in-  
creased demand in this period at least for  
beef, but of the less expensive kind.

For the same month the index numbers  
of pork prices were steadily downward, the  
different commodities showing the follow-  
ing decline: pork chops, 34.8; bacon, 16.3;  
ham, 15.6; lard, 24.0 points.

The review shows further that oleomar-  
garine and lard prices declined and that  
vegetable lard substitute increased in price  
during the month under discussion.

In spite of this sharp decline in the re-  
tail price of fresh pork and provisions and  
lard, stocks of these commodities in the  
hands of packers show a heavy increase  
on July 1 over those of the same period a  
year ago and over the five-year average on  
that date. And this in the face of an ap-  
parent supply of live hogs no greater than  
that of the previous year.

Industrial conditions are believed to be  
generally good, but there are spots where  
large numbers of people are employed  
only part of the time or not at all. These  
people are generally heavy consumers of  
pork products. With limited earnings they  
naturally reduce their meat buy, and this  
has doubtless had its effect on the outlet  
for pork.

Another factor making inroads on the  
demand for pork is the large supply and  
lower price of poultry and eggs. Produc-  
tion in this branch of agriculture has in-  
creased enormously in the past few years,  
and the surplus is now beginning to be  
worked off.

A considerable decline is noted in the  
index price of both eggs and hens. While  
there is a large increase in storage stocks  
of poultry and eggs, greatly increased

quantities have gone into consumptive  
channels. The use of pork and beef has  
been reduced accordingly, and in the main  
the reduction has been in the consumption  
of pork.

Unless there is early prospect for a  
marked increase in demand for all pork  
products, it would seem that packers can  
well be conservative in their purchase of  
live hogs.

## Who Pays These Taxes?

The bulk of the business in this country  
is done by corporations. Although they  
have blazed the way of economic develop-  
ment, they have been singled out to pay a  
tax out of all proportion to the tax levied  
on other sources of revenue. The corpora-  
tion tax does not put a burden on wealth,  
but on business management.

At the present time corporations are the  
most universally-taxed business enter-  
prises in the country. During 1926 they  
paid directly to the federal government  
more than one billion dollars, or 34 per  
cent of the total taxes, including cus-  
tom duties.

In principle this excessive rate of taxa-  
tion on production is unsound, and in prac-  
tice it is inequitable. The small stock-  
holder, a proportion of whose income is  
derived from corporation dividends, pays  
at the rate of 13½ per cent. As personal  
income, in a large percentage of cases, he  
would pay on it only 1½ per cent.

Business has rather patiently borne this  
burden, which has been an impediment to  
progress and economic development, await-  
ing necessary after-war adjustments. Suc-  
cessive surpluses in the United States  
treasury make it evident that the time has  
come when, in the interest of business and  
economic development of the country as a  
whole, the load shouldered by corporations  
and their stockholders should be lightened  
by a reduction of the corporation tax  
levied against them.

This is a matter of much moment, not  
only to incorporated companies within the  
meat packing industry, but to the large  
number of persons in the industry who  
place the bulk of their savings and make  
investments in stocks of incorporated in-  
dustrial organizations.

There is too much inertia on the part of  
individuals and companies regarding tax  
burdens. They regard taxes as a necessary  
evil and as such pay them either directly  
or indirectly from year to year, without  
realizing that the combined effort of stock-  
holders and incorporated businesses in a  
move against exorbitant taxes would be  
almost certain to bring satisfactory re-  
sults, and make for better business con-  
ditions generally.

# PRACTICAL POINTS FOR THE TRADE

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## Points in Ham Curing

A wholesale meat dealer in the East requests some ham curing information. He says:

Editor The National Provisioner:

We note there is a great deal of stress placed by some on hams specially cured for boiling. Would you kindly advise the difference between a ham cured for boiling and one cured for smoking?

May a ham cured for boiling be smoked with the same success as one cured for smoking?

Hams cured specially for boiling require more supervision and care than "regular" hams when used for smoking purposes. If such care is used, they smoke as successfully as regular hams.

Successful concerns in selecting their green hams use nothing but the smooth-skinned product, having not to exceed 2½ inches of fat. Hams selected in this manner when cured will satisfy the New York trade.

The difference between a ham cured for boiling and for smoking is almost entirely in the handling of the ham through the curing process—not necessarily a difference in the curing formula, but the pumping on the put-down and overhauling should, in a large measure, be omitted in curing boiling hams.

Some concerns pump hams for boiling in the shank only, and possibly one stroke in the blood vein or stifle joint. The ham simply absorbs the curing pickle, which is not injurious to the binding qualities of the product.

The pumping pickle is considerably stronger than the curing pickle, and when the pumping pickle is used in the body of the ham—as in the case of hams cured for smoking—it breaks down the tissue to some extent, which has a tendency to destroy the binding qualities in the boiled ham, and often brings complaints of saltiness. That is why hams intended for boiling are not always pumped in the body of the ham.

## Pressing Boiled Hams

What effect does pressure have on the texture of a boiled ham?

Complaint is not infrequent of boiled hams slicing unsatisfactorily, but many packers do not realize how much of this is due to pressure and the rough handling of boiled hams.

A Western packer writes regarding the effect of pressure. He says:

Editor The National Provisioner:

Would the pressure applied to a ham mold have any effect on the texture of a boiled ham? We are pressing by hand.

If hams are not properly pressed, the pressure has a decided effect on the texture of the finished product.

Hams should be selected carefully to fit the forms. They should then be placed in the retainer in a shapely manner, so they can be pressed in a natural way. If too much pressure is applied, especially if the ham happens to lie sidewise in the form, it will affect the fibers.

If an oversized ham is put in a form, good results will not be obtained. On the

other hand, a small ham in a large form will not work out satisfactorily.

The ham boiler should see that he has the required number of forms to accommodate the averages boned. Then place the ham in the form very carefully, and apply an even pressure by hand until the form is sufficiently tight.

After the hams are cooked and cool enough to remove from the cook tanks, give each ham one notch or two, according to what it will stand; this depends a great deal on the shrinkage in cooking.

Then put in a cooler for at least 24 hours to chill at a temperature not higher than 34 degs.

When removing the hams from the cylinders, handling should be done cautiously. Do not handle roughly, as the hams will open up in the center and will not slice properly. Boiled hams should not be piled on top of each other on the racks, and they should not be packed in barrels, but in boxes and in single layers. Only in this way can best results be secured.

Instructions for making boiled hams, from the selection of the ham on the cutting floor to the shipment of the finished product, can be secured by subscribers by sending a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

*Do you use this page to get your questions answered?*

## Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:

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Please send me copy of formula and directions for "Curing S. P. Meats."

Name .....

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City .....

## Summer Sausage Trouble

A sausage maker in the Middle West finds that his summer sausage, when cut, turns gray after a day or so. He says:

Editor The National Provisioner:

Will appreciate your telling why summer sausage turns gray after a day or two when cut. What can be done to remedy this?

There may be any one of a number of reasons why summer sausage turns gray after a day or two when cut and exposed to varying temperatures.

First, meats—both beef and pork—must be carefully selected and specially trimmed, and nothing but strictly fresh material should be used in the manufacture of summer sausage.

Second, the hasher knives must be kept sharp to give the meats a clean cut, and thus prevent them from becoming heated during the grinding process, as this will cause discoloration to develop later on.

The regulation of the spice formula is a very important factor, to have just the right amount of saltpetre and sugar to develop color. This should be 2 oz. of saltpetre and 8 oz. of sugar to 100 lbs. of meat.

After the meat has been ground the spices should be evenly distributed. The meats must be carefully spread in layers of not over 8 inches in thickness in the cooler, at a temperature of 36 to 40 degs. for about 48 hours. Then careful supervision must be given to the filling of the stuffing machine to see that the meat is compact in the machine, to prevent air holes, etc., which also have a tendency to cause discoloration.

A slow cool smoke for about 72 hours is necessary to develop inside and outside color. From this point on after the smoking process the regulation of the heat and air circulation in the drying rooms is also an important feature.

Instructions for the manufacture, drying and curing of summer sausage appeared in THE NATIONAL PROVISIONER of February 26, 1927. Reprint can be secured by subscribers by sending a 2c stamp, with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Washing Ham Stockinette

A Canadian packer wants to salvage his stockinettes and asks how this is done. He says:

Editor The National Provisioner:

Could you let us know what is the best way to wash ham stockinettes? What would you recommend us to use in that connection?

In washing stockinettes they are first given a plain cold water bath, then a hot bath with caustic soda, trisodium sulphate or some other alkali to cut the grease.

They are then rinsed out of this and given the regular laundry wash with soap suds. If thoroughly rinsed and dried, they should then be strictly clean and sanitary.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



### Inside Staff!

*What's going on in the plant  
told by the men themselves*

## Letters of a Plant Boy to His Pal

### XV—Money Saved When Incompetent Foremen Are Weeded Out.

(This is the fifteenth in a series of letters from a packinghouse employee to his friend in another city.)

Packingtown, July 15.

Dear Grover:

I got your letter a couple of weeks ago, but I have been too busy to really take the time to answer it. And of course I am not so anxious to "pop off" to you like I was at first, because I have plenty of opportunity to "pop off" to somebody else at the present time.

Two or three times a month somebody comes here either from the main office or from some other plant to find out how the thing works, and that takes up a lot of my time and gives me a chance to blow off a lot of steam.

Kitty, my girl, says that I am getting kind of stuck on myself, and she is getting kind of tired of listening to this efficiency stuff. Well, that is my bread and butter, and if she is going to team up with me she has got to try and be interested.

#### Forms to Be Filled Out.

But to get back to the questions you asked in your last letter.

Sure, there is what you fellows might call red tape—that is, pieces of paper that somebody's got to write something on that somebody else has got to check up to find out if what they wrote is correct or not. And I didn't send you any of these forms, as mister Cheatwoode calls them.

In the first place, none of them that we used at the beginning of our work were regular printed forms. Most of them were just mimeographed sheets, and some of them that we didn't use so many times were blue prints. But I don't see what good they would be to you.

There is no instructions printed on these sheets, and when the average man sees them he says, "Just what I thought, all this efficiency business has is red tape."

#### Know Your Figures Are Right.

But you can believe me or not, we are getting better cost records than we ever had before, and when we have thirteen cents for lard, we know it is thirteen cents, and no monkey business about it either. And I know what I got to do when the cost sheet says thirteen cents, and the foreman knows what the Supe is going to tell him, too!

Regardless of all the forms they got, and all the red tape some of you fellows who don't know a thing about it think we have got, I'll tell you that it takes one man in the time keeping department—and of course my time—to do all that has to be done. And we don't use as many pieces of paper to get our cost figures as the main office makes us use to get up the report we get out every two weeks.

As a matter of fact, if they would let us do it we could eliminate all their stuff, and I know we could save one man, for a

part of ours is really a duplication of theirs. Maybe one of these days they will let us do that!

#### The Department Analysis Report.

But there is one thing that sure stirs up a ruckus in our plant every week, and that is the departmental analysis report.

This report has a list of all the departments working on a premium basis over on the left hand side, and then it shows how many premium hours was put in in each department and how much day work. You know day work means some special job that you can't put a piece work rate on. Then these two figures are added together and they show a total in a third column.

Then they have a column that shows supervision—that means foremen's time—then they got another column that shows the clerical time, like the guy that does the weighing, etc. And then there is what we call labor—and that might be a fellow tending a door or running an elevator or something like that. And the last column is the total of all.

Of course this shows just exactly how many hours were actually put in in the plant, and what the hours was used for by departments, and whether it was piece work or day work or labor.

#### Here's Where Results Show.

Then the bottom half of this sheet shows the same thing all over again, as it has the same list of departments set up in about the same way, excepting that it shows the amount of premium hours that the departments were paid.

And it shows the delays and how much below standard the gang was, and how much money was lost because they were below standard. Then it shows the proficiency in percentage of the worker's time, and it shows the proficiency in percentage of the gang.

Well, this is the thing that really makes the saving—not the piece work or the premium system or the time studies or anything like that.

You see, when this sheet comes out in



FIGURING IT ALL OUT.

the middle of the week, showing the record of each department the week before, there is some cash specified in each department, if they have lost anything.

This might be maybe from fifty cents to eight or ten dollars. And we have it figured out that if we make any loss, it is because the foreman is not tending to business.

#### When Foreman Isn't on the Job.

If they got three cost sections under a foreman, and he is maybe fifteen dollars low for the three departments, the Supe figures that the foreman is costing him just that much more than his wages.

For example, when a forty-five dollar foreman has a loss of fifteen dollars, it means he is costing the company sixty bucks a week.

At first I felt darn sorry for the poor suckers for the way the Supe went after them. But gosh, you got to do it if you want to get anywhere!

When we first started this sheet we had about five hundred bucks loss every week, and now at the end of about four months we got the thing trimmed down so it never gets up to fifty bucks a week loss.

#### Such Foremen Get Fired.

Of course we have a couple of departments that are always "in the red." It aint because the standards are too tight or too loose. It is cause the foreman is not and never was—and if he don't make a change in his showing pretty soon the Supe will let him out!

One guy I know has got three cost sections, and that cookie draws forty bucks a week and he has been showing around thirty-two dollars every week loss for the past two months. They put another guy in his department and sent him on a vacation, but the new guy of course made a worse showing than the old man did.

Of course that don't mean nothing. It takes more than two weeks to clean up the mess that squarehead has in his department. And if you figure the savings that this weekly report shows, of course it looks like a big pile of jack. But it really isn't that much, 'cause the amount of day work has increased a little bit over what it was when we started—that is, day work allowance.

#### The System Cut the Cost.

When the Supe went after these foremen on these losses I had to set some additional standards—that is, like for washing up ham trees and stuff like that, you know.

But nevertheless I don't care what the main office thinks, or anyone else thinks around here, I feel I am a pretty important cog in the machinery, and with this weekly departmental analysis report we have cut the cost, and we keep the cost cut. It may go up in some department for a week, but on the whole the average loss weekly, so long as it shows less than fifty bucks, makes me pretty well satisfied.

I am not going to have time from now on to keep up this letter writing every week or every two weeks, 'cause I have subscribed for a correspondence course, and I got to pay out quite a bit of jack, and if I want to get my money's worth I got to study.

Yours truly,

JOE WALSH.

(In his next and last letter Joe gives his friend some good advice.)

Climb on the Ham and Bacon Special!

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<b>HAMS &amp; BACON</b>		<b>PURE LARD</b>
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**HAMS AND BACON**  
 Mild—Sweet—Juicy—Tender  
 Reliable in every respect  
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## How Hogs Are Cutting Out

The hog market has been stronger for the past week or two, prices of good hogs passing the \$10 mark, and some hogs not so good going to considerably higher levels than they would seem to deserve in view of the product market.

Packers are not in much better shape with higher hog prices, as product prices generally have not strengthened sufficiently to overcome these hoof prices. As soon as product prices move up buying appears to be much slowed up.

Nevertheless, the cut-out value of certain averages of hogs is better than it has been for some time, provided product can be moved at current

prices. The turn-over on green product helps, but every pound of product that goes into cure is considerable of a speculative proposition.

Cured products now being moved out is turning at a loss and, unless the product from current marketings can be sold to advantage later, there appears to be little opportunity to absorb the losses being taken from day to day on cured meats.

The packer who killed only what he could see an outlet for, and who kept his cellars cleaned up throughout the winter and spring, now finds himself in position to realize on lower hog values. But the packer who bought in the expectation that hog runs would be small and that consumption demand would easily move

all of his meats, finds himself in a less advantageous position. He has to continue to speculate on the future to overcome his mistaken calculations of the past.

The way for every packer to know just where he stands is to know exactly what his hogs cost. He does not know this unless he knows their cut-out value. He should run a test on hogs at certain regular times to get accurate yields, and then work out his short form hog test.

Following is a sample test figured on the basis of live hog and product prices at Chicago, Thursday, July 21. By-product credits, labor and overhead costs, killing condemnations, yields, etc., will vary from week to week, and in different sections of the country as well as in plants in the same section.

Each packer must work out his own. The test here given is merely to show him how it is done, and to give him an idea how good hogs are cutting in a representative plant.

## SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of July 21, representing actual transactions, Chicago, that date

Product.	Avg.	180 lbs		Amount.	Avg.	200 lbs.		Amount.	Avg.	250 lbs.		Amount.
		Percent live wt.	Price.			Percent live wt.	Price.			Percent live wt.	Price.	
Reg. Hams .....	10/12	13.90	.17½ <sup>1</sup>	\$2.43	12/16	13.75	.167½ <sup>1</sup>	\$2.32	14/18	13.50	.163½ <sup>1</sup>	\$2.21
Picnics .....	4/5	5.50	.13¾ <sup>2</sup>	.73	5/7	5.60	.12¾ <sup>2</sup>	.69	6/8	5.50	.11¾ <sup>2</sup>	.64
Boston Butts .....		4.10	.14½ <sup>3</sup>	.60		4.00	.14½ <sup>3</sup>	.58		4.00	.14½ <sup>3</sup>	.58
Pork Loins (blade in) ..	6/8	9.50	.24½ <sup>3</sup>	2.33	8/10	9.10	.23½ <sup>3</sup>	2.14	10/14	8.50	.183½ <sup>3</sup>	1.56
Bellies .....	8/10	11.50	.21½ <sup>2</sup>	2.47	8/14	10.70	.20¾ <sup>2</sup>	2.17	12/16	5.50	.17¾ <sup>2</sup>	.98
Bellies .....									16/20	6.00	.15¾ <sup>4</sup>	.94
Fat Backs .....									8/12	5.00	.103½ <sup>4</sup>	.52
Plates and Jowls .....		1.75	.083½ <sup>4</sup>	.15		2.00	.083½ <sup>4</sup>	.17		2.00	.083½ <sup>4</sup>	.17
Raw leaf .....		1.75	.10¾ <sup>2</sup>	.19		2.00	.10¾ <sup>2</sup>	.21		2.50	.10¾ <sup>2</sup>	.27
P. S. lard, rend. wt. ...		11.70	.11¾	1.37		13.75	.11¾	1.62		13.00	.11¾	1.53
Spare ribs .....		1.15	.09¾ <sup>4</sup>	.11		1.00	.09¾ <sup>4</sup>	.09		1.00	.09¾ <sup>4</sup>	.09
Lean trimmings .....		1.60	.07½ <sup>4</sup>	.12		1.50	.07½ <sup>4</sup>	.11		1.50	.07½ <sup>4</sup>	.11
Rough feet .....		1.60	.03	.04		1.25	.03	.04		1.25	.03	.04
Tails .....		0.15	.10½	.01		0.10	.10½	.01		0.10	.10½	.01
Neck bones .....		0.80	.03	.02		0.65	.03	.02		0.65	.03	.02
Total cutting yield. ....		65.00				65.40				70.00		

### Total cutting value

(100 lbs. live wt., Chicago)

\$10.57

\$10.17

\$9.67

<sup>1</sup>¼c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc. The discount on account of the percentage of No. 2 hams is also included in this deduction.

<sup>2</sup>½c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc.

<sup>3</sup>¼c per pound has been deducted for selling and delivery expense and for shrink.

<sup>4</sup>¼c per pound has been deducted for labor and expense in curing.

All prices are figured on a loose basis.

Here's where you figure your net returns (based on 100 lbs. live weight, Chicago):

TOTAL CUTTING VALUE (from above)	\$10.57	\$10.17	\$ 9.67
Edible and inedible killing offal value.....	.48	.46	.44
TOTAL GROSS VALUE.....	\$11.05	\$10.63	\$10.11
CHARGES			
Hogs cost alive per 100 lbs.			
Add freight, bedding, etc., if any.....	\$10.50	\$10.65	\$ 9.60
Buying, driving, labor, refrigeration, repairs and plant overhead.....	.43	.40	.39
Killing condemnations and death losses in transit (say 1 per cent of live cost).....	.10	.10	.10
TOTAL OUTLAY per 100 lbs. alive:	\$11.03	\$11.15	\$10.09
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.			
Loss per cwt.....	\$0.02	\$0.52	\$0.02
Loss per hog.....	\$0.03	\$1.04	\$0.05

The cost figures and expense deductions given above are furnished by a representative packing company. They are merely for purposes of illustration, and undoubtedly will vary slightly from the figures of other companies.

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## Appetizing HAMS & BACON

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<p>Western Packing &amp; Provision Co. . . . .</p> <p>.....Chicago, Ill.</p> <p>Klinck Packing Co. . . . . Buffalo, N. Y.</p> <p>Chas. Wolff Packing Co. . . . . Topeka, Kans.</p>	<p>Parker Webb Co. . . . . Detroit, Mich.</p> <p>F. Schenk &amp; Sons Co. . . . . Wheeling, W. Va.</p> <p>W. S. Forbes &amp; Co., Inc. . . . . Richmond, Va.</p>
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New York Office: 523 West St.



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**Unmatched  
Quality**

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Hams, Bacon, Lard, Sausage  
SOUTHERN ROSE COMPOUND

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Meat Packers  
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Straight and Mixed Cans of Packing House Products

## *Paradise Brand - Hams & Bacon*

## The Theurer-Norton Provision Co.

CLEVELAND, OHIO

**WHITE LILY BRAND HAMS AND BACON**

*"Try 'em—they're different"*

**DUNLEVY-FRANKLIN COMPANY, PITTSBURG, PA.**



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Steady—Trade Quiet—Hogs Firmer—Movement Moderate—Hog Weights Maintained.

A steady market has characterized trading the past two weeks with the advance being held. Prices on the forward deliveries are nearly up to the high of the movement, and the gain from the low point on lard has been about  $\frac{3}{4}$ c per lb. on July and about the same advance on September. On the basis of the two deliveries including premium for the September the high price on September has been about 2c per lb. over the low for July.

The gain in ribs has been less pronounced, but there has been gain. In hogs there has been a further improvement, with prices for the past week averaging a little over 9c per lb. and showing a better tone with a moderate movement from the country. The receipts the past week, however, showed a small increase, with a total of 531,000 at the leading points, against 469,000 the preceding week.

#### Product Movement Good.

The movement of product from packing centers continues fairly good. Shipments of fresh meats are on a very liberal scale. Shipments of lard, however, are not so active. This was reflected in a further increase in the stock of lard at Chicago, which showed a gain of 12,000,000 lbs. in the first half of July over stocks at the beginning of July. There was an increase in meats although the gain was not as heavy as in lard.

This condition is undoubtedly the reflection of the competition of oil, and the fact that cottonseed oil is still available at over  $\frac{3}{4}$ c per lb. under the price of lard and makes a very serious competition with lard. The export movement is unsatisfactory and the shipments are showing no improvement. There seems to be a better undertone generally in the market, however, probably due to the apprehension over the feeding situation, although the reports regarding this are by no means unanimous.

The average price of hogs for the week was about  $\frac{3}{4}$ c per lb. under the average for last year and 1c per lb. under the average for the past five years. On the other hand, the average price of cattle for the week was the highest it has been for the past five years for the corresponding week; nearly 3c per lb. over the same week last year, and over 2c per lb. in excess of the five year average. Lambs made a good showing but sheep made an unsatisfactory return. The comparative average prices for the past week at Chicago follow:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week .....	\$ 9.10	\$12.00	\$ 5.90	\$14.40
Previous week....	8.80	11.05	5.90	14.75
Cur. week 1926...	12.85	9.35	5.75	13.90
Cur. week 1925...	13.05	12.00	9.00	15.00
Cur. week 1924...	7.50	9.00	5.05	14.15
Cur. week 1923...	7.00	9.50	5.75	13.80
Cur. week 1922...	9.05	9.05	6.00	13.10
Av. 1922-1926...	\$10.15	\$ 9.90	\$ 6.85	\$14.00

#### Farm Conditions Satisfactory.

Reports from the country indicate fairly

good feeding conditions very generally. There are a few scattered reports of need of rain but otherwise there seems to be few complaints. The feed crops are making fairly good progress. The past week was quite a good one for corn and excellent progress is being reported although the crop is still late. Excepting for some complaints of need of rain in parts of the cattle country there are only a moderate number of complaints being received.

A rather confident feeling has been built up regarding the price level on provisions due to the feedstuff situation and many believe that the high price of corn will make for a higher average price for hogs, and that this will be reflected into a better basis for merchandising the inven-

tories now on hand. The relatively good price for cattle is another factor which is having considerable influence on sentiment.

The fat situation is, however, rather a difficult one. The position of tallow is such that it is selling at a big discount on both oil and lard, and with the discount of oil under lard, the competition makes for slow distribution of hog fats. The disposition in the trade is somewhat of a cautious one at present. The two big factors in the fat situation are in a critical position.

#### Corn Crop Late.

The corn crop is late but weather conditions are good and with favorable weather some of the more optimistic are inclined to think that there is a chance for an average yield per acre, particularly if there is a late frost.

On the other hand, there are others equally confident that the conditions point to considerably less than the Government Crop Forecast and that the results will be very close to 2,000,000,000 bu. It is theorized that such a small crop would mean high prices for all livestock eventually, and high prices for products.

In addition the cotton crop is in a critical position in the minds of many. With the acreage as given, bears claim that there is a possibility of over 16,000,000 bales and a corresponding seed crop, while bad weather and boll weevil activity might reduce the total to 13,000,000 bales.

The sweep on either side is so great that if both crops break badly a high level might be reached on animal fats and meats, while on the other hand, if in the next three months the weather is good and frost late, there is chance for a radical change in the crop promise and its corresponding influence on animal feeding costs and both animal and vegetable fats.

Reports from Europe do not point to any likelihood of resumption of any larger export activity. The amount of business is only of medium volume, and in the present condition, trade is just about sufficient to take off the surplus. Domestic reports are generally satisfactory. The business conditions, while mixed in a few sections of the country, on the whole are good and with car loading keeping up at a high level there is very little apprehension expressed of a falling off in the domestic distribution.

**PORK**—Demand was moderate but the market was firm at New York with mess quoted at \$33.00; family, \$36@38; and fat backs, \$22.50@29.00. At Chicago, mess was quoted at \$29.

**LARD**—The market was rather firm, but demand was limited, both domestic and export. At New York, prime western was quoted \$13.35@13.45; middle western, \$13.10@13.20; city,  $12\frac{1}{2}$ c; refined Continent,  $13\frac{1}{2}$ c; South America,  $14\frac{1}{4}$ c; Brazil kegs,  $15\frac{1}{4}$ c; compound, car lots,  $11\frac{1}{4}$ c.

At Chicago regular lard in round lots was quoted at 20c under September; loose lard \$1.10 under September; leaf lard,  $77\frac{1}{2}$ c under September.

**BEEF**—The market was dull but steady with mess, New York, \$18@19; packet, \$16@18; family, \$18.50@20.50; extra India mess, \$33@35; No. 1 canned corned beef, \$2.50; No. 2, \$4.25; 6 lbs., \$12.75; pickled tongues, \$50@60 nominal.

SEE PAGE 45 FOR LATER MARKETS.

## The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

If you want to keep posted on the markets every day, fill out the coupon below and mail it. Subscription is at the rate of \$1 per week, or \$52 per year, payable in advance:

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EAT MORE  
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EAT MORE  
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*Flavor and Quality That Win Customers*

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MANUFACTURERS NORTH STAR BRAND PORK PRODUCTS

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BOSTON, MASS.

PACKING HOUSES  
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## Announcement —

This is the first of a series of advertisements in this publication. We shall endeavor at all times to make our message brief and have a direct bearing on

## Certified Coloring for Sausage

**Wm J. Stange & Co**

Manufacturers of PEACOCK BRAND Certified Colors

General Offices, Laboratory and Factory

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CHICAGO

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending July 16, 1927, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Week ending — July 16, 1927, to July 9, 1927.			
	M lbs.	M lbs.	M lbs.	M lbs.
<b>HAMS &amp; SHOULDERS, INCLUDING WILTSHIRES.</b>				
Total	1,388	971	1,695	63,637
To Belgium	1,046	786	1,502	55,181
Other Europe	20	15	203	
Cuba	20	171	50	3,586
Other countries	252	14	128	4,505

<b>BACON, INCLUDING CUMBERLAND.</b>				
Total	1,799	1,959	2,888	62,042
To Germany	150	590	100	3,819
United Kingdom	1,442	1,327	2,207	35,971
Other Europe	202	13	538	9,487
Cuba		26		9,392
Other countries	5	3	23	3,373

<b>LARD.</b>				
Total	8,329	7,722	9,096	380,462
To Germany	2,935	3,561	2,570	107,982
Netherlands	958	567	571	25,605
United Kingdom	2,741	1,777	3,209	128,432
Other Europe	341	78	891	28,123
Cuba	805	1,378	1,325	43,944
Other countries	549	361	450	46,316

<b>PICKLED PORK.</b>				
Total	330	16	243	13,305
To U. Kingdom	92	5	122	2,061
Other Europe	30			306
Canada	39		93	3,219
Other countries	169	11	28	7,719

<b>TOTAL EXPORTS BY PORTS WEEK JULY 16.</b>				
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,388	1,799	8,329	330
Boston	3	1		7
Detroit	1,244	934	2,010	131
Port Huron	b	b		b
Key West			711	
New Orleans	38	4	583	102
New York	33	860	4,994	90
Philadelphia			31	

<b>DESTINATION OF EXPORTS.</b>				
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
<b>Exported to:</b>				
United Kingdom (total)	1,046	1,442		
Liverpool		597	678	
London		134	123	
Manchester		20		
Glasgow		185	4	
Other United Kingdom		110	637	
<b>Exported to:</b>				
Germany (total)		2,935		
Hamburg		2,757		
Other Germany			178	

### EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, July 12, 1927.—Several sales of ground blood were made at \$4.25 f.o.b. New York, and the market is well cleaned up. Production is very light.

What little tankage is to be had is being held at \$4.25 & 10c f.o.b., New York, and the market is firm.

Nitrate of soda has eased off slightly in price and can be bought at \$2.40 for prompt shipment. August shipment is offered at \$2.25.

### CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first six months of 1927, with comparisons, are reported as follows:

#### LARD PRODUCED, CONSUMED AND STOCKS ON HAND.

	1927. Pounds.	1926. Pounds.
<b>(A) (1) PRODUCED.</b>		
January	148,790,000	162,314,000
February	120,492,000	126,905,000
March	129,334,000	138,567,000
April	125,723,000	126,385,000
May	131,685,000	117,241,000
June	148,336,000	122,885,000
Total	804,360,000	704,297,000

#### CONSUMED.

	1927. Pounds.	1926. Pounds.
<b>(B) (2) EXPORTS.</b>		
January	61,395,426	78,795,905
February	51,618,642	68,508,654
March	54,814,378	65,988,543
April	69,901,408	64,919,299
May	66,313,615	59,806,739
June	Not available	57,613,915
Total	Not available	368,783,055

#### (C) DOMESTIC.

	1927. Pounds.	1926. Pounds.
January	67,810,574	61,809,095
February	61,340,358	48,348,346
March	59,553,622	55,615,457
April	48,189,552	56,208,701
May	53,006,385	48,915,261
June	Not available	51,568,085
Total	Not available	322,464,945

	1927. Pounds.	1926. Pounds.
<b>TOTAL.</b>		
January	129,206,000	140,605,000
February	112,805,000	114,947,000
March	114,368,000	121,604,000
April	118,181,000	121,128,000
May	119,320,000	108,782,000
June	114,062,000	100,182,000
Total	708,102,000	716,248,000

#### (D) STOCKS HELD END OF MONTH.

	1927. Pounds.	1926. Pounds.
On hand beginning of year	49,992,000	42,478,000
January	69,576,000	64,187,000
February	77,103,000	76,145,000
March	92,069,000	93,108,000
April	99,611,000	98,365,000
May	111,976,000	106,824,000
June	146,250,000	120,527,000

(A) Includes entire production, both neutral and other edible, by federally inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packing house plants only.

(1) Source:—Bureau of Agricultural Economics, U. S. Department of Agriculture.

(2) Source:—Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce.

### LIVESTOCK AT 68 MARKETS.

Receipts and disposition of livestock at 68 leading markets for May, 1927, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle and Calves.		
	Receipts.	Local slaughter.	Total shipments.
Total	1,732,048	1,111,732	624,119
May average, 5 years, 1922-1926	1,735,678	1,097,657	632,782
<b>Calves.</b>			
Total	546,912	394,980	161,095
May average, 5 years, 1922-1926	542,737	413,295	136,319
<b>Hogs.</b>			
Total	3,752,190	2,509,444	1,249,692
May average, 5 years, 1922-1926	3,785,344	2,544,907	1,241,063
<b>Sheep and Lambs.</b>			
Total	1,837,997	976,295	858,313
May average, 5 years, 1922-1926	1,638,388	904,655	735,008

### NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending July 16, 1927, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,322	8,455	3,455	43,791
New York	976	3,479	20,405	5,756
Central Union	3,783	1,784		14,107
Total	8,281	13,718	23,860	63,654
Previous week	7,477	11,855	20,423	42,681
Two weeks ago	7,173	11,896	20,933	43,380

## Heat Control

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Manual control of temperature of water in tanks and vats causes unseen but very great losses which might just as well be converted into added profits.

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**The Powers Regulator Co.**  
 36 Years of Specialization in Temperature Control  
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What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Want to Sell More Ham and Bacon?

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**FIRST PRIZE**

HAMS BACON  
 DAISIES  
 PIPPINS NUGGETS  
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 FRESH PORK PURE LARD  
 31—Appetizing—31  
 SAUSAGE PRODUCTS  
 —you won't forget the Flavor—

**ALBANY PACKING CO., INC.**  
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**HAMS** MOHAWK VALLEY **BACON**  
 BRAND  
 THE CHOICE OF THOUSANDS  
*Where Highest Quality Originated*

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Wherever you see these marks you may know that they represent a quality that is uniformly excellent.


Tower Brand Hams and Bacon are Unfailing Trade Builders

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**ARBOGAST & BASTIAN COMPANY**  
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 WHOLESALE SLAUGHTERERS OF  
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HAMS - BACON  
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 "Unusually Good"

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**A. H. March Packing Co.**  
*Pork Packers*

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 Hams, Bacon and Lard Known Since 1873 BRIDGEPORT, PA.

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 PACKERS AND EXPORTERS OF  
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**The Layton Company**  
*Pork Packers & Curers of Choice Selected*

**Hams and Bacon**  
 and Renderers of  
 Guaranteed Pure Lard  
 Quality Our Hobby for 82 Years  
 Milwaukee, Wisconsin



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market for tallow the past week has been rather quiet but steady, with a fair amount of business passing in extra New York at 7½¢ f.o.b. Demand, however, was not as aggressive as last week and it happened as though soapmakers had supplied their immediate requirements and were more content to look on.

Sellers, however, were in a fairly satisfactory position following recent sales and, therefore, were not pressing the market, although offering at 7½¢. Sentiment on the whole appeared rather mixed, but with other oils and fats rather firm, and corn holding strongly, the disposition was to look for tallow to continue to rule around the present levels for the immediate future.

At New York, special was quoted at 7½¢; extra, 7½¢; edible, 8¢. At Chicago tallow continued extremely quiet but steady, with edible quoted at 8½¢@8¾¢; fancy, 8¢; prime packer, 7¾¢; No. 1, 7¼¢; No. 2, 6½¢@6¼¢. At London there was no auction last week.

At Liverpool Australian tallow was unchanged to 1½d lower, with fine quoted at 36s and good mixed at 33s9d.

**STEARINE**—The market was moderately active but was quite firm, with sales New York reported at 9¼¢@9¾¢, and with prices held at the outside figure. At Chicago, demand was quiet and oleo was quoted at 9½¢@9¼¢.

**OLEO OIL**—Trade was rather slow in the East, but the market was steady, with prime New York quoted at 14¢; medium, 12½¢; lower grades, 10¾¢@11¼¢. At Chicago, the market was also dull, with extra quoted at 13½¢.

SEE PAGE 45 FOR LATER MARKETS.

**LARD OIL**—The market experienced a fair demand and was somewhat firmer with a stronger market for raw materials. At New York, edible was quoted at 14½¢; extra winter, 12¾¢; extra, 11½¢; extra No. 1, 11¾¢; No. 1, 10½¢; No. 2, at 10¢.

**NEATSFOOT OIL**—Demand was rather limited, but the market was very steady with raw materials rather firm. At New York pure was quoted at 13¾¢; extra, 11¾¢; No. 1, 10½¢; cold test, 17¾¢.

**GREASES**—The demand for greases continued rather slow the past week, with inquiry limited to immediate requirements and the market generally showed a steady undertone. Offerings were not pressed but on the whole demand was not disappointing. Other fats and greases were quite steady and had some sympathetic influence in maintaining the market and making for a rather firm attitude on the part of sellers. Sentiment however, was divided. At New York yellow and choice house was quoted at 6¾¢@6½¢; A white, 7½¢; B white, 7¼¢; choice white, 9½¢.

At Chicago, the market was very dull on greases, although domestic demand for loose white was fairly good. Export grease demand was slow. At Chicago brown was quoted at 6½¢@6¼¢; yellow, 6½¢@6¼¢; B white, 7¼¢@7¾¢; A white, 7½¢; choice white, 7¾¢.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, July 1, 1927, to July 20, 1927, 12,013,004 lbs.; tallow none; grease, 2,614,000 lbs.; stearine, 10,000 lbs.

## Packinghouse By-Products

Chicago, July 21, 1927.

### Blood.

Market is strengthening in sympathy with other ammoniates.

Unit Ammonia.

Ground and unground.....\$4.50@4.75

### Digester Hog Tankage Materials.

The market is very strong on tankage suitable for feed. Bulk of high grade material is holding firm.

Unit Ammonia.

Ground, 11 to 12% ammonia.....\$4.75@5.00  
Ground, 6 to 10% ammonia.....4.25@4.75  
Unground, 11 to 13% ammonia.....4.60@4.90  
Unground, 6 to 10% ammonia.....4.50@4.75  
Liquid stick, 7 to 11% ammonia.....3.50@3.75

### Fertilizer Materials.

Offerings are extremely scarce and the demand is excellent.

Unit Ammonia.

High grade, ground, 10-11% ammonia....\$3.20@3.30  
Lower grade, ground & ungrd. 6-9% am.. 2.80@2.90  
Hoof meal.....2.75@3.10

### Bone Meals.

A good demand features the bone meals market, with supplies short.

Per Ton.

Raw bone meal.....\$32.00@55.00  
Steam, ground.....30.00@45.00  
Steam, unground.....26.00@34.00

### Cracklings.

Cracklings are very strong and offerings are extremely light.

Per Ton.

Hd. prsd. & exp. ungrd., per unit protein. @ 1.35  
Soft pressed pork, ac. grease and quality. 85.00@90.00  
Soft pressed beef, ac. grease and quality. 50.00@55.00

## Horns, Bones and Hoofs.

This market remains quiet, as it has been for the past few weeks.

Per Ton.

Horns.....\$50.00@175.00  
Round shin bones.....45.00@ 50.00  
Flat shin bones.....42.00@ 45.00  
Thigh, blade and buttock bones.....40.00@ 45.00  
Cattle hoofs.....33.00@ 35.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

## Gelatine and Glue Stocks.

A brisk demand continues for cattle jaws, skulls and knuckles.

Per Ton.

Kip and calf stock.....\$32.00@42.00  
Rejected manufacturing bones.....45.00@47.50  
Horn piths.....39.00@41.00  
Cattle jaws, skulls and knuckles.....39.00@40.00  
Sinews, pizles and hide trimmings.....26.00@27.00

## Animal Hair.

This market continues very quiet, as it has been for the past several weeks, with little interest being shown. There is a good demand for switches.

Per Pound.

Coll and field dried.....2 @ 4¢  
Processed grey.....4 @ 7½¢  
Black dyed.....5 @ 5¢  
Cattle switches, each\*.....4 @ 5¢

\*According to count.

## Pig Skins.

Market for strips, scrap and trimmings dull. Demand for No. 1 strips is good.

Per Pound.

Tanner grades.....7 @ 7½¢  
Edible grades, unassorted.....@ 4½¢

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.



## Why Give Your Profits To Someone Else?

The packer or renderer who does not grind his tankage or fertilizer materials is actually depriving himself of additional profits.

Install the trouble and fool-proof **NEWMAN** and get the extra profit yourself.

Three sizes.

## Newman Grinder & Pulverizer Co.

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**\$300<sup>00</sup>**  
to  
**\$495<sup>00</sup>**

## THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**  
Both Soft and Hard Pressed

## COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November, December, 1926, January, February, March, April, May, and June, 1927, with comparisons for last season, based on Federal census reports, has been prepared by Aspegren & Co. It is as follows:

## MOVEMENT OF COTTONSEED AT CRUDE MILLS.

	1926-27.	1925-26.
On hand beginning of season..	23,240	32,276
August	117,748	289,252
September	975,028	1,079,416
October	1,508,357	1,303,412
November	1,222,498	910,581
December	834,925	849,396
January	608,100	472,700
February	486,190	308,026
March	356,927	183,225
April	64,597	63,319
May	61,392	45,284
June	55,502	51,157

	1926-27.	1925-26.
Total	6,344,598	5,568,114
On hand end of month.	1926-27.	1925-26.
August	70,330	112,936
September	467,708	488,578
October	938,476	800,861
November	980,648	815,838
December	852,726	798,408
January	870,450	791,670
February	601,327	602,141
March	611,227	516,596
April	346,902	314,967
May	198,354	141,169
June	127,516	67,450

	1926-27.	1925-26.
Total	6,236,070	5,518,623
On hand end of month.	1926-27.	1925-26.
August	70,667	188,592
September	577,981	779,430
October	1,146,792	1,272,951
November	1,387,887	1,367,395
December	1,291,912	1,416,473
January	1,029,640	1,098,364
February	818,528	744,246
March	862,882	416,875
April	310,526	152,525
May	173,435	56,650
June	101,391	40,357

	1926-27.	1925-26.
Estimated seed receipts at crude mills..	6,368,590	5,558,350
On hand beginning of season..	23,240	32,276
Total	6,391,839	5,590,626
Of which is so far crushed..	6,236,070	5,518,623
Destroyed at mills..	7,137	9,134
Seed on hand..	101,391	40,357
Seed still to be received..	47,241	22,512
101,391 tons seed on hand at 300 lbs. crude oil per ton is equivalent to 30,417,300 lbs. crude oil, which at 10 per cent refining loss, equals 27,375,570 lbs. refined oil, or 68,439 barrels.		
47,241 tons seed still to be received at 300 lbs. crude oil per ton is equivalent to 14,172,300 lbs. crude oil, which at 10 per cent refining loss, equals 12,755,070 lbs. refined oil, or 31,888 barrels.		

## MOVEMENT OF CRUDE OIL AT CRUDE MILLS.

	1926-27.	1925-26.
On hand beginning of season..	1,776,175	2,060,818
August	19,641,020	33,781,221
September	136,470,288	141,974,170
October	294,228,550	234,535,616
November	296,197,000	235,252,046
December	275,127,072	224,980,201
January	256,020,910	226,231,371
February	204,058,196	191,818,018
March	181,854,053	182,475,355
April	106,148,244	97,812,822
May	63,554,704	45,561,525
June	37,864,287	20,973,106

	1926-27.	1925-26.
Total	1,866,549,578	1,907,576,250
On hand end of month.	1926-27.	1925-26.
August	14,708,939	27,000,998
September	111,674,872	121,948,007
October	233,011,051	215,808,584
November	272,808,811	228,485,040
December	255,526,133	216,859,995
January	247,292,636	219,800,148
February	225,517,257	204,488,721
March	183,116,236	169,546,173

April	121,694,817	114,896,635
May	104,058,801	69,157,196
June	69,153,951	25,358,780

Total	1,856,138,514	1,903,530,783
On hand end of month.	1926-27.	1925-26.

August	6,708,256	9,441,041
September	31,503,672	29,466,064
October	62,720,580	48,513,636
November	86,613,709	55,300,636
December	106,214,708	63,420,852
January	114,952,582	70,352,065
February	95,393,521	57,681,362
March	98,631,318	40,610,544
April	82,084,745	23,026,731
May	41,680,738	8,431,150
June	10,411,064	4,045,476

## CRUSH PER TON.

During August, 70,330 tons seed produced 19,641,020 lbs. crude oil, equivalent to 279.3 lbs. per ton, or 13.9 per cent compared with 14.9 per cent last year.

During September, 467,708 tons seed produced 136,470,288 lbs. crude oil, equivalent to 291.8 lbs. per ton, or 14.6 per cent compared with 14.5 per cent last year.

During October, 938,476 tons seed produced 294,228,550 lbs. crude oil, equivalent to 302.9 lbs. per ton, or 15.1 per cent compared with 14.5 per cent last year.

During November, 980,648 tons seed produced 296,197,000 lbs. crude oil, equivalent to 302.0 lbs. per ton, or 15.1 per cent compared with 14.4 per cent last year.

During December, 852,726 tons seed produced 275,127,072 lbs. crude oil, equivalent to 299.9 lbs. per ton, or 14.7 per cent compared with 14.1 per cent last year.

During January, 870,450 tons seed produced 256,020,910 lbs. crude oil, equivalent to 294.1 lbs. per ton, or 14.7 per cent compared with 14.3 per cent last year.

During February, 601,327 tons seed produced 204,058,196 lbs. crude oil, equivalent to 295.2 lbs. per ton, or 14.8 per cent compared with 14.5 per cent last year.

During March, 611,227 tons seed produced 186,354,033 lbs. crude oil, equivalent to 304.7 lbs. per ton, or 15.2 per cent compared with 14.8 per cent last year.

During April, 346,902 tons seed produced 105,148,244 lbs. crude oil, equivalent to 303.1 lbs. per ton, or 15.2 per cent compared with 15.4 per cent last year.

During May, 198,354 tons seed produced 63,554,704 lbs. crude oil, equivalent to 320.9 lbs. per ton, or 16 per cent compared with 16.1 per cent last year.

During June, 127,516 tons seed produced 37,864,287 lbs. crude oil, equivalent to 296.9 lbs. per ton, or 14.8 per cent, compared with 15.5 per cent last year.

Total, 6,236,070 tons seed produced 1,864,773,403 lbs. crude oil, equivalent to 299.0 lbs. per ton, or 15.0 per cent, compared with 14.5 per cent last year.

## REFINED OIL.

	1926-27.	1925-26.
On hand beginning of season..	145,670,884	173,549,345
August	17,784,511	19,572,763
September	75,404,024	108,682,067
October	213,254,801	167,343,842
November	237,599,474	185,449,704
December	229,142,396	183,768,372
January	237,749,318	190,387,872
February	201,768,662	160,832,485
March	170,683,836	154,462,653
April	111,114,621	92,414,947
May	90,948,918	62,584,024
June	71,240,866	34,459,538

Total	1,770,380,140	1,519,977,712
On hand end of month.	1926-27.	1925-26.

August	74,043,717	100,145,600
September	100,248,092	139,349,961
October	145,244,016	148,480,909
November	137,184,556	151,961,911
December	129,782,016	126,523,557
January	140,600,610	144,539,417
February	138,477,261	104,597,751
March	128,811,983	115,581,129
April	82,314,064	99,204,141
May	11,598,607	97,925,310
June	11,826,060	101,658,627

Total	1,300,300,961	1,327,973,413
On hand end of month.	1926-27.	1925-26.

August	89,411,678	92,978,508
September	64,567,610	97,308,614
October	132,578,585	78,165,847
November	232,983,313	111,653,640
December	332,343,692	168,898,455
January	397,432,200	204,397,010
February	460,721,631	260,451,744
March	502,593,484	301,333,268
April	531,394,101	294,544,074
May	507,644,142	259,202,788
June	461,059,179	192,004,299

## AVERAGE REFINING LOSS.

During August, 20,364,084 lbs. crude oil yielded 17,784,511 lbs. refined oil, 12.96 per cent loss compared with 7.09 per cent loss last year.

During September, 82,301,543 lbs. crude oil yielded 75,404,024 lbs. refined oil, 8.38 per cent loss compared with 7.21 per cent loss last year.

During October, 231,305,183 lbs. crude oil yielded 213,254,801 lbs. refined oil, 7.80 per cent loss compared with 7.04 per cent loss last year.

During November, 257,747,975 lbs. crude oil yielded 237,599,474 lbs. refined oil, 7.82 per cent loss compared with 8.59 per cent loss last year.

During December, 251,619,585 lbs. crude oil yielded 229,142,396 lbs. refined oil, 8.93 per cent loss compared with 12.12 per cent loss last year.

During January, 227,282,517 lbs. crude oil yielded 205,749,118 lbs. refined oil, 9.47 per cent loss, compared with 13.97 per cent loss last year.

During February, 223,052,002 lbs. crude oil yielded 201,768,662 lbs. refined oil, 8.54 per cent loss, compared with 17.02 per cent loss last year.

During March, 188,843,379 lbs. crude oil yielded 171,033,896 lbs. refined oil, 9.01 per cent loss compared with 18.14 per cent loss last year.

During April, 126,278,805 lbs. crude oil yielded 111,114,621 lbs. refined oil, 12.01 per cent loss compared with 22.05 per cent loss last year.

During May, 102,650,218 lbs. crude oil yielded 90,948,918 lbs. refined oil, 11.40 per cent loss, compared with 18.54 per cent loss last year.

During June, 77,327,038 lbs. crude oil yielded 71,240,866 lbs. refined oil, 7.87 per cent loss, compared with 19.94 per cent loss last year.

Total, 1,788,772,369 lbs. crude oil yielded 1,624,689,256 lbs. refined oil, 9.17 per cent loss, compared with 13.54 per cent loss last year.

## SHIPMENTS OF REFINED OIL.

	1926-27.	1925-26.
August	169,070	2,816,782
September	240,693	2,585,240
October	1,535,003	2,981,433
November	1,639,872	3,070,977
December	3,737,539	3,228,468
January	3,033,090	2,143,984
February	2,615,789	1,713,570
March	1,838,958	824,418
April	1,554,064	680,836
May	1,441,269	327,056
June	Not available	329,009

Total	Not available	20,718,759
Domestic pounds —	1926-27.	1925-26.

August	73,874,467	97,328,813
September	100,001,399	136,754,721
October	143,909,013	143,505,176
November	135,534,684	148,890,834
December	126,044,477	125,295,089
January	157,027,520	142,895,433
February	135,861,472	102,864,175
March	126,973,025	114,756,711
April	80,759,940	98,517,305
May	113,257,338	97,598,254
June	Not available	101,328,058

Total	Not available	1,307,254,674
Produced —	1926-27.	1925-26.

Old crop stock..	364,177	433,673
August	44,461	48,932
September	188,510	259,205
October	533,137	419,390
November	593,999	463,624
December	672,856	459,421
January	514,373	450,085
February	504,416	401,631
March	429,710	391,157
April	227,786	231,037
May	227,373	156,460
June	178,102	86,149

Total	4,425,900	3,709,944
Consumed —	1926-27.	1925-26.

August	185,109	250,394
September	260,620	348,375
October	363,110	868,216
November	342,986	379,905
December	324,453	316,309
January	371,652	361,340
February	346,193	261,494
March	322,630	298,053
April	205,785	248,010
May	298,741	244,813
June	294,565	254,145

Total	3,273,252	3,319,933
On hand —	1926-27.	1925-26.

August	223,529	232,441
September	161,419	143,271
October	331,446	193,415
November	592,458	279,134
December	830,859	422,246
January	903,581	510,992
February	1,151,804	651,129
March	1,256,484	753,323
April	1,328,485	796,000
May	1,200,111	648,007
June	1,152,648	480,011

Total	1,152,648	480,011
Seed on hand will produce..	68,439	25,349
Crude oil on hand will produce..	72,032	34,258
Seed still to be received will produce..	31,888	15,534

Total	1,325,007	555,152
Less approx. carry over for end of season Aug. 1, 1927..	500,000	*395,340

Available for coming 1 month..	825,007	159,803
Mo. av. con. for first 11 mos..	*297,568	*301,812
A. v. for con. for last 11 mo..	825,007	*157,783
Mo. av. con. for all 12 mos..	341,522	*289,809

\*Actual.

The Blanton Company  
St. Louis, U. S. A.

Refiners of

# Salad Oil

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## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

#### Market More Active—Undertone Stronger—Cash Demand Better—Weather Unfavorable South—Outside Strength Helpful—Ring Sentiment Bullish.

A broadening of interest was noticeable in cottonoil futures on the New York Produce Exchange the past week. The market scored a good advance, the new crops going to new highs for the season, with a distinct change in sentiment for the better, brought about by improvement in cash demand, and uncertainties surrounding the new cotton crop. Strength in cotton and corn and a fairly steady market in lard served to increase outside buying power, and run in shorts.

Commission house realizing was in evidence on each upturn, but the offerings were absorbed readily. The locals were working for higher prices, partly on the strength in actual oil, and had more of a disposition to feel that the large holdings of the visible supply by one important refining interest would not come on the market except at materially higher prices.

An outstanding feature was the persistent buying of July, August and September by refiners brokers, against part of which the distant months were sold. This buying was looked upon as a removal of hedges against cash sales. A transferring of hedges to the later months, served to make for relative strength in the nearbys for a time, but outside buying of the distant months on the cotton strength helped absorb the scattered selling.

Persistent rains in some sections of the south, with numerous reports indicating increasing weevil activity and some weevil damage in Texas, created considerable apprehension as to possible production of new cotton. The size of the new cotton crop is going to cut considerable figure, and the fact that some private reports showed a loss in condition the last two weeks, has had considerable to do with bringing the cotton outlook more to the front as a market influence.

#### Refiners Buying.

Refiners and packers were after crude oil, absorbing the small offerings and making for new highs in this quarter, with sales in the Valley up to 8½¢ and that figure bid, while Texas crude at 8¼¢ which was later bid for at any and all positions. Crude oil appears to have been pretty thoroughly cleaned up, and is having some influence at present.

In all quarters, cash oil demand showed some improvement. Some reported cash trade distinctly better. Refiners lifted cash oil and compound prices ½¢, which undoubtedly helped consumers into the market for supplies. There has been a fairly good demand for store oil at New York. One interest that took in quite a little July is reported to have sold about 3,000 bbls. of late, with recent sales of deodorized oil at 9½¢ ex-store and P. S. Y. at 9½¢.

Surprising as it may seem, demand for store oil here has been distinctly better for prime summer yellow than it has been for deodorized oil thus far. The demand for P. S. Y. was understood to have come in part from Textile industries and was felt to have been partly due to comparative dearthness of olive and other oils.

#### Demand for Fish Packing Small.

Demand from the fish packing industry

at Eastport for spot oil here has been rather disappointing, but the belief prevails that the refiners had been doing some business in that direction.

Commission houses have been scattered sellers of July oil this week, but the offerings have been readily absorbed. There appears to be a small sized short interest still in the spot month, and some would not be surprised if July sold even with August or practically even with September before July expires.

The strength in the corn market did not materially help lard, although some buying of lard against sales of cottonoil were reported under way. Corn crop devices were rather unsatisfactory, with further complaints of cool weather, although the map from day to day looked fairly satisfactory. The bulls in oil are counting upon a short crop which, it is felt, will ultimately make for higher hogs and lard. They also figure that the boll weevil will cause damage this season. The Government boll weevil report was bullishly construed, at least the impression prevails that the situation is serious enough to cause many scares until the cotton crop is finally picked.

#### COTTONSEED OIL—Market transactions:

##### Friday, July 15, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	Range		Closing		
Spot	.....	.....	.....	945 a	.....
July	.....	.....	.....	945 a	960
Aug.	1200	960	957	957 a	960
Sept.	2600	979	975	978 a	979
Oct.	.....	.....	.....	998 a	1000
Nov.	.....	.....	.....	995 a	1000
Dec.	300	1003	1000	1003 a	1006
Jan.	.....	800	1006	1006	1010 a 1013
Feb.	400	1020	1018	1020 a	1018

Total Sales, including switches, 5,300 bbls. P. Crude S. E. unquoted.

##### Saturday, July 16, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	Range		Closing		
Spot	.....	.....	.....	940 a	.....
July	.....	.....	.....	945 a	965
Aug.	1200	957	957	960 a	965
Sept.	1100	984	978	982 a	984
Oct.	1800	1002	998	1002 a	1006
Nov.	100	995	995	998 a	1008
Dec.	100	1003	1003	1005 a	1010
Jan.	500	1010	1008	1010 a	1015
Feb.	.....	.....	.....	1010 a	1018

Total Sales, including switches, 4,800 bbls. P. Crude S. E. unquoted.

#### SOUTHERN MARKETS.

##### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 21, 1927.—Very active trading occurred in New Orleans cottonoil all week, following the bullish estimated decreased acreage, and the government's boll weevil reports. The latter shows that the situation is becoming alarming should rainy weather come the balance of the month. The report has caused very bullish sentiment in cotton, with cotton houses the best buyers of cottonoil on advances. They believe the parity between cotton oil and cotton is too big and are looking for an advance of several cents per pound on cottonoil. The spot situation is firm. Offerings of new crop crude are somewhat larger this week, with refiners the best buyers. Today's price 8½¢, Southeast, and 8¼¢, Texas, Aug.-Dec. Any good advance in lard could easily carry new crop crude to 9¢ providing the present strong cotton situation continues.

##### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 21, 1927.—Prime cottonseed delivered at Dallas, \$32.00; prime crude cottonseed oil, f.o.b. Dallas, 8½¢; 43 per cent cake and meal, \$32.50; hulls, \$5.00; mill run linters, 3¼¢@5¢. Ideal cotton weather prevails. There is some trading in oils.

# ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

## REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

## Standing the Test

IN the liquidation of the July position the New Orleans Refined Cotton Seed Oil Market has stood a severe test, and again proved itself to the satisfaction of all fair minded traders. It has met every test and not been found wanting.

The present stock of certificated oil in New Orleans is over ten million pounds.

**Always Use YOUR  
Cotton Oil Market**

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

**New Orleans Cotton Exchange**

**Monday, July 18, 1927.**

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				945	a 1006
July				948	a 960
Aug.	3900	965	961	962	a 963
Sept.	3000	988	980	983	a
Oct.	1600	1006	997	1002	a 1003
Nov.	1900	1000	1000	1001	a 1005
Dec.	3500	1010	1005	1004	a 1006
Jan.	600	1013	1013	1010	a 1013
Feb.				1013	a 1020

Total Sales, including switches, 14,500 bbls. P. Crude S. E. unquoted.

**Tuesday, July 19, 1927.**

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				950	a 975
July	200	960	955	955	a
Aug.	1900	970	965	968	a
Sept.	3300	993	985	990	a
Oct.	800	1012	1008	1011	a 1012
Nov.	900	1008	1008	1008	a 1010
Dec.	2300	1020	1010	1017	a
Jan.	900	1021	1014	1021	a
Feb.	200	1025	1025	1022	a 1025

Total Sales, including switches, 10,500 bbls. P. Crude S. E. 8½ Sales.

**Wednesday, July 20, 1927.**

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				960	a 1000
July	700	965	960	965	a 975
Aug.	1300	979	974	977	a 979
Sept.	3400	1000	972	998	a
Oct.	1200	1022	1013	1022	a
Nov.	400	1023	1015	1021	a
Dec.	3200	1030	1016	1026	a 1028
Jan.	600	1033	1022	1030	a 1033
Feb.	100	1036	1036	1032	a 1035

Total Sales, including switches, 10,900 bbls. P. Crude S. E. unquoted.

**Thursday, July 21, 1927.**

	High.	Low.	Bid.	Asked.
	—Range—		—Closing—	
Spot			955	a
July			955	a 965
Aug.	970	968	968	a
Sept.	998	990	990	a 991
Oct.	1020	1012	1012	a
Nov.	1024	1012	1012	a 1015
Dec.	1028	1018	1018	a
Jan.	1033	1024	1023	a
Feb.			1025	a

SEE PAGE 45 FOR LATER MARKETS.

**COCONUT OIL**—Demand the past week failed to show any improvement and the market was extremely inactive, but held steadily with tanks New York quoted at 8½@8¾c and Pacific Coast tanks quoted about 8¼c for all positions.

**SOYA BEAN OIL**—Demand in this quarter was also very dull, but the market was steadily held with offerings not pressing and buyers and sellers apart with Pacific coast tanks quoted at 9¼c.

**PALM OIL**—A good business was reported to have passed in this market with consumers. The undertone was somewhat firmer with offerings moderate. Several in the trade are inclined to look for better prices in the near future. At New York Nigre spot casks were quoted at 7¼@7¾c; shipment, 6¾c; Lagos spot casks, 7½@7¾c; shipment at 7¾c.

**PALM KERNEL OIL**—Demand quieted following the recent active business but prices were steadily held with offerings not pressed. At New York spot casks were quoted at 9c; bulk oil, 8.60; German palm kernel, shipment from Hamburg, 9¾c c.i.f. New York.

**CORN OIL**—Demand was moderate but the market was firmer, helped by strength elsewhere. Prices were quoted at 8½@8¾c f.o.b. mills.

**OLIVE OIL FOOTS**—A little improvement in demand was in evidence and the market was firmer. Recently, August-December was quoted at 8½c but bids at that level were reported turned down.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—A better demand from first hands and also for store oil was reported this week, with sales of deodorized oil at 9¾c, ex-store, and sales of P. S. Y. at 9¾c ex-store. Southeast crude sold at 8½c; Valley, 8¾c sales and bid; Texas 8¼c sales and bid.

### COTTONSEED PRODUCT EXPORT.

Exports of cottonseed products for the 10 months ending May 31, 1927, with comparisons, as reported by the U. S. Department of Commerce, were as follows:

	1927.	1926.
Oil, crude, lbs.	33,477,148	36,070,799
Oil, refined.	17,631,347	20,388,770
Cake and meal.	459,709	326,113
Linters	226,417	85,004

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, July 1, 1927, to July 20, 1927, 100 bbls.

### NEW COTTONSEED STANDARDS.

Official standards for grading cottonseed for crushing are being worked out by the U. S. Bureau of Agricultural Economics, and will be established as soon as the necessary apparatus and grading methods are available. Studies indicate the grading of cottonseed is entirely practicable. It will be a great advantage to the cottonseed trade because, under present conditions, practically no rewards are paid on local markets for seed of higher yields of either quantity or quality. The producer has thus little incentive to produce high quality seed.

Prices paid by oil mills for cottonseed are based on the average quantity and quality of the oil and cake recoverable from the seed. These factors are influenced by local cultural conditions and handling customs. Cottonseed quotations, accordingly, become sectionalized. Official standards should furnish a more equitable basis for quotations among different markets and also tend to stabilize cottonseed prices.

It is proposed to take average kernel content as a basis for the grades. This method is considered feasible in spite of the fact that there is considerable variation in the oil content of the kernels. The range is from about 25 to approximately 40 per cent. This variation in the oil content of the kernels is largely offset by a fairly constant inverse ratio which is found to exist between the oil content and the protein content. There is consequently, much less difference in value between seed of equal kernel content and of extremes of oil content, than there is between seed with equal oil content but very unequal kernel content. In other words, the first factor influencing the value of cottonseed is the quantity of the kernel.

Kernel content is indicated as the logical basis for cottonseed grades by the fact that the combined value of the oil and cake obtained from cottonseed constitutes from 85 to 90 per cent of its value, hulls and linters making up the rest. Factors in the raw seed that affect the quality and the quantity of the oil and the cake obtainable from it are obviously paramount in price making.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, July 12, 1927.—Latest quotations on chemicals and soap supplies:

Lagos palm oil, in casks of about 1,500 lbs., 8@8¼c lb.; olive oil foots, 9½@10c lb.

East India Cochin cocoanut oil, 15@15¾c lb.; Cochin grade cocoanut oil, domestic, 10½@10¾c lb.; Ceylon grade cocoanut oil, 10¾@10¾c lb.

Prime summer yellow cottonseed oil, 11@11¼c lb.; raw linseed oil, 11.1c lb.

Extra tallow, f.o.b. seller's plant, 7¾c lb.; dynamite glycerine, nom., 21½@21¾c lb.; chemically pure glycerine, nom., 24¼@24½c lb.; saponified glycerine, nom., 15¾@16c lb.; crude soap glycerine, nom., 14¼@14½c lb.; prime packers' grease, nom., 7@7¾c lb.

**The Procter & Gamble Co.**

Refiners of all Grades of

**COTTONSEED OIL**

Puritan, Winter Pressed Salad Oil  
Borers, Prime Winter Yellow  
Vanns, Prime Summer White  
Sterling, Prime Summer Yellow

White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil  
Moonstar Cocoanut Oil

P&G Special (Hardened) Cocoanut Oil

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In Barrels or Tanks

**COTTON OIL FUTURES**

On the New York Produce Exchange



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were weaker the latter part of the week. Persistent hedge pressure limited cash trade. With fair hog arrivals, hogs held fairly steady. Speculative accumulation of lard is reported on a scale downwards.

### Cottonseed Oil.

Cotton oil was quiet but firm the latter part of week. Selling was mostly realizing, and trade is improving. Actual oil is strong. Valley crude 8½¢ bid; Texas, 8½¢ sales Texas bleachable, 9½¢ sales. Oleo stearine, 10¼¢. Demand is better and offerings under 10½¢ are limited.

Quotations on cottonseed oil at Friday noon were: July, \$9.50@9.60; August, \$9.68@9.75 September, \$9.88@9.90; October, \$10.15@10.18; November, \$10.14@10.20; December, \$10.18@10.20; January, \$10.21@10.24; February, \$10.23@10.30.

### Tallow.

Tallow, extra, 7½¢.

### Hull Oil Market.

Hull, England, July 21, 1927.—(By Cable)—Refined cottonseed oil, 38s; crude cottonseed oil 34s.

## FRIDAY'S GENERAL MARKETS.

New York, July 21, 1927.—Spot lard at New York: Prime western, \$13.25@13.35; middle western, \$13.00@13.20; city, \$12.00; refined Continent, \$13.50; South American, \$14.25; Brazil kegs, \$15.25; compound, \$11.75.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, July 21, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$20.00@21.00	\$18.00@19.00	17.00@19.00	\$20.00@21.00
Good	18.00@20.00	17.00@18.00	17.00@19.00	18.00@19.00
STEERS (Lt. and Med. Wt., 700 lbs. down):				
Choice	18.50@20.00			20.00@21.00
Good	17.00@18.50	16.00@17.00	17.00@19.00	18.00@19.00
STEERS (All Weights):				
Medium	15.50@17.00	15.00@16.00	14.00@17.00	15.00@17.50
Common	13.50@15.50	14.00@15.00	13.00@14.50	14.00@15.00
COWS:				
Good	14.00@15.00	12.50@13.00	14.50@17.00	
Medium	12.00@14.00	11.50@12.50	12.50@14.50	14.00@15.00
Common	10.50@12.00	11.00@11.50	11.00@13.00	12.50@13.50
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice	21.00@22.00		22.00@25.00	21.00@22.00
Good	19.00@21.00	18.00@20.00	21.00@23.00	19.00@21.00
Medium	17.00@19.00	16.00@18.00	19.00@22.00	16.00@18.00
Common	15.00@17.00	14.00@16.00	17.00@19.00	15.00@16.00
<b>CALF CARCASSES (2):</b>				
Choice	18.00@19.00		19.00@20.00	
Good	16.00@18.00	17.00@19.00	17.00@19.00	17.00@18.00
Medium	14.00@16.00	15.00@17.00	15.00@17.00	16.00@17.00
Common	12.00@14.00	13.00@15.00	14.00@15.00	
<b>Fresh Lamb and Mutton:</b>				
LAMB (30-42 lbs.):				
Choice	28.00@30.00	25.00@27.00	25.00@27.00	27.00@29.00
Good	26.00@28.00	24.00@26.00	22.00@25.00	25.00@27.00
LAMB (42-55 lbs.):				
Choice		22.00@24.00	22.00@25.00	27.00@28.00
Good		21.00@23.00	21.00@24.00	22.00@25.00
LAMB (All Weights):				
Medium	22.00@25.00	18.00@22.00	20.00@23.00	21.00@24.00
Common	18.00@22.00	15.00@18.00	15.00@20.00	17.00@20.00
MUTTON (Ewes):				
Good	13.00@15.00	16.00@18.00	16.00@18.00	17.00@18.00
Medium	11.00@13.00	13.00@16.00	14.00@16.00	16.00@17.00
Common	9.00@11.00	11.00@13.00	11.00@14.00	15.00@16.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lb. av.	23.00@25.00	21.00@22.50	20.00@23.00	21.00@24.00
10-12 lb. av.	20.50@23.00	20.00@21.00	19.00@21.00	20.00@23.00
12-15 lb. av.	18.50@18.50	16.50@18.00	16.00@18.00	16.00@19.00
15-18 lb. av.	14.00@16.00	13.00@14.00	15.00@16.00	15.00@16.00
18-22 lb. av.	13.00@14.00	12.00@13.00	13.00@15.00	14.00@15.00
SHOULDERS:				
N. Y. Style: Skinned	11.00@13.00		12.00@14.00	12.00@15.00
PICNICS:				
4-6 lb. av.		14.00@15.00	14.00@15.00	
6-8 lb. av.		13.00@14.00	13.00@14.00	
BUTTS: Boston Style	13.00@17.00		14.00@17.00	15.00@17.00
SPARE RIBS: Half Sheets	9.50@11.00			
TRIMMINGS:				
Regular	8.50@9.50			
Lean	14.50@15.50			

(1) Includes "skin on" at New York and Chicago

(2) Includes sides at Boston and Philadelphia.

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, July 22, 1927.

Spot prices continues to advance moderately on square shoulders, due to limited supply and lack of offerings for deferred shipment. This is the only product which seems to show strength. General provision market dull. Hams and pure lard in poor demand. No call for picnics.

Today's prices are as follows: Shoulders, square, 74s; picnics, 65s; hams, long cut, 85s; American cut, 85s; Cumberland cut, 79s; short backs, 80s; bellies, clear, 82s; Canadian, 82s; spot lard, 64s.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending July 16, 1927, with comparisons, as follows:

	Week ending July 16.	Prev. week.	Cor. week, 1926.
<b>West. dressed meats:</b>			
Steers, carcasses...	7,604½	7,289½	8,677
Cows, carcasses...	306	581½	486
Bulls, carcasses...	87	103	135
Veals, carcasses...	4,240	8,185	7,878
Lamb, carcasses...	15,516	18,072	21,823
Mutton, carcasses...	574	1,350	2,142
Beef cuts, lbs....	533,794	382,527	492,348
Pork cuts, lbs....	1,146,618	1,143,659	739,727
<b>Local slaughters:</b>			
Cattle	9,754	8,990	7,698
Calves	14,712	12,873	14,807
Hogs	40,156	41,547	25,577
Sheep	62,178	43,637	47,123

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending July 16, 1927.

	Week ending July 16.	Prev. week.	Cor. week, 1926.
<b>CATTLE.</b>			
Chicago	30,047	26,700	32,480
Kansas City	25,776	16,603	25,892
Omaha	20,751	15,227	24,480
East St. Louis	15,040	11,109	11,459
St. Joseph	10,862	6,320	8,905
Sioux City	7,447	5,862	11,937
Cudahy	872	678	1,032
Fort Worth	9,526	7,625	10,283
Philadelphia	1,846	1,790	2,044
Indianapolis	4,643	4,457	4,067
Boston	1,345	1,222	1,560
New York and Jersey City	9,754	8,990	7,698
Oklahoma City	6,241	3,126	4,448
Total	144,158	109,709	145,904
<b>HOGS.</b>			
Chicago	102,400	109,300	92,360
Kansas City	21,747	20,015	25,340
Omaha	55,213	44,029	53,891
East St. Louis	33,530	29,696	30,144
St. Joseph	20,500	21,819	17,484
Sioux City	40,891	38,954	32,911
Cudahy	9,084	9,380	10,510
Fort Worth	4,044	3,254	2,271
Philadelphia	15,866	12,331	13,072
Indianapolis	29,912	28,434	21,763
Boston	19,037	17,310	13,694
New York and Jersey City	40,156	41,547	25,577
Oklahoma City	4,445	2,902	1,955
Total	396,945	378,950	320,912
<b>SHEEP.</b>			
Chicago	49,397	45,230	41,200
Kansas City	24,298	16,893	18,887
Omaha	31,786	28,903	27,796
East St. Louis	23,187	15,419	18,564
St. Joseph	17,595	17,508	16,788
Sioux City	1,941	1,993	1,210
Cudahy	200	287	219
Fort Worth	6,203	3,160	1,937
Philadelphia	5,918	6,798	4,783
Indianapolis	3,796	1,891	2,277
Boston	5,315	5,356	5,155
New York and Jersey City	62,178	47,123	43,637
Oklahoma City	194	202	121
Total	232,008	190,663	182,394

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending July 16, 1927, with comparisons:

	Week ending July 16.	Prev. week.	Cor. week, 1926.
<b>Western dressed meats:</b>			
Steers, carcasses	2,138	2,016	2,461
Cows, carcasses	674	863	916
Bulls, carcasses	240	287	186
Veals, carcasses	950	1,202	2,030
Lambs, carcasses	7,480	6,162	7,626
Mutton, carcasses	502	488	1,297
Pork, lbs.	313,039	315,013	303,240
<b>Local slaughters:</b>			
Cattle	1,846	1,790	2,032
Calves	2,961	2,231	2,908
Hogs	15,995	13,351	9,868
Sheep	5,918	4,783	4,970

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending July 16, 1927, with comparisons:

	Week ending July 16.	Prev. week.	Cor. week, 1926.
<b>Western dressed meats:</b>			
Steers, carcasses	3,172	3,287	2,998
Cows, carcasses	1,847	1,927	1,077
Bulls, carcasses	42	37	24
Veals, carcasses	511	1,012	1,061
Lambs, carcasses	10,873	11,674	12,334
Mutton, carcasses	129	189	114
Pork, lbs.	201,119	377,792	240,689
<b>Local slaughters:</b>			
Cattle	1,345	1,222	1,560
Calves	1,848	1,819	1,815
Hogs	19,037	17,310	13,694
Sheep	5,315	5,155	5,356

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 21, 1927, show exports from that country were as follows: To England, 187,775 quarters; to the Continent, 82,725 quarters; others, none.

Exports for the previous week were as follows: To England, 73,784 quarters; to the Continent, 53,550 quarters; others, none.



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## RECEIPTS AT CENTERS

SATURDAY, JULY 16, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	4,000	4,000
Kansas City	1,200	1,000	500
Omaha	25	5,000	600
St. Louis	500	2,500	1,500
St. Joseph	300	2,500	500
Sioux City	100	6,000	600
St. Paul	50	700	...
Oklahoma City	200	200	...
Fort Worth	300	100	...
Milwaukee	...	200	...
Denver	...	200	...
Louisville	200	600	900
Wichita	100	800	200
Indianapolis	200	8,000	400
Pittsburgh	200	1,200	400
Cincinnati	200	1,400	200
Buffalo	200	1,100	100
Cleveland	200	1,000	...
Nashville	100	400	600
Toronto	100	...	...

MONDAY, JULY 18, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	26,000	40,000	14,000
Kansas City	15,500	6,000	8,000
Omaha	8,500	9,000	12,500
St. Louis	9,000	12,000	4,500
St. Joseph	2,000	1,500	6,000
Sioux City	6,000	7,500	100
St. Paul	8,000	9,000	500
Oklahoma City	1,500	1,100	...
Fort Worth	4,500	500	500
Milwaukee	200	400	200
Denver	1,400	1,000	4,000
Louisville	1,100	1,200	2,400
Wichita	2,700	1,500	400
Indianapolis	800	4,000	400
Pittsburgh	1,000	3,500	2,600
Cincinnati	2,500	5,000	1,000
Buffalo	1,900	10,000	200
Cleveland	700	6,500	1,500
Nashville	400	900	1,000
Toronto	3,900	500	500

TUESDAY, JULY 19, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	25,000	14,000
Kansas City	9,500	5,000	6,000
Omaha	6,000	10,500	13,000
St. Louis	8,500	12,500	6,000
St. Joseph	1,500	1,500	4,500
Sioux City	2,000	8,500	1,000
St. Paul	1,500	5,500	500
Oklahoma City	1,000	600	...
Fort Worth	2,000	500	500
Milwaukee	600	1,500	200
Denver	400	600	200
Louisville	100	800	1,000
Wichita	1,200	1,500	300
Indianapolis	800	6,500	1,500
Pittsburgh	100	1,200	300
Cincinnati	400	1,800	800
Buffalo	100	500	100
Cleveland	100	1,500	1,500
Nashville	100	600	900
Toronto	100	100	300

WEDNESDAY, JULY 20, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	15,000	16,000
Kansas City	7,000	5,000	3,000
Omaha	3,000	10,000	12,000
St. Louis	5,000	11,000	36,000
St. Joseph	3,500	5,000	6,000
Sioux City	3,000	10,000	700
St. Paul	2,500	1,000	700
Oklahoma City	1,000	1,000	100
Fort Worth	2,800	500	500
Milwaukee	400	1,000	200
Denver	500	500	1,100
Louisville	100	900	1,800
Wichita	600	1,300	300
Indianapolis	1,100	8,700	1,000
Pittsburgh	100	1,200	300
Cincinnati	600	3,000	500
Buffalo	100	1,800	400
Cleveland	500	2,500	500
Nashville	100	600	1,200
Toronto	100	200	100

THURSDAY, JULY 21, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	30,000	13,000
Kansas City	3,000	4,000	3,000
Omaha	1,800	9,500	11,000
St. Louis	2,500	2,500	2,500
St. Joseph	2,000	4,000	4,000
Sioux City	1,500	10,000	1,000
St. Paul	1,600	6,000	500
Oklahoma City	500	800	...
Fort Worth	2,300	1,600	700
Milwaukee	400	1,000	200
Denver	700	700	300
Louisville	100	900	200
Wichita	1,500	8,000	800
Indianapolis	...	800	100
Pittsburgh	...	2,500	2,300
Cincinnati	200	1,400	500
Buffalo	300	1,400	500
Cleveland	400	2,000	400

FRIDAY, JULY 22, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	41,000	8,000
Kansas City	800	1,500	1,000
Omaha	700	9,500	500
St. Louis	500	8,000	800
St. Joseph	400	4,500	4,000
Sioux City	1,000	8,000	700
St. Paul	400	5,000	300
Oklahoma City	400	800	...
Fort Worth	1,500	700	100
Milwaukee	300	300	900
Denver	200	400	300
Wichita	500	0,000	800
Indianapolis	...	1,300	400
Pittsburgh	500	3,500	2,000
Cincinnati	100	4,800	400
Buffalo	100	500	200
Cleveland	100	500	200

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# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., July 21, 1927.

**CATTLE**—Last week's market attracted too many inbetween grade, medium-weight and weighty steers, especially so in the face of a \$2.00@3.00 break in dressed beef prices at eastern markets. The slump in beef accompanied the recent heat wave and turned the thoughts of consumers to thoughts other than to steaks and roasts. At the same time the country called for cars in order to participate in the big margins of profits over laying-in prices. Too many cattle showed up. Seasonal trends on grassy kinds developed and with the exception of highly finished light yearlings practically everything went down in a heap.

Fed steers, with weighty, lost 25@75c. Choice light, and in instances long yearlings, held steady, recovering a 25c loss as the week closed. Many grass steers with a little weight lost \$1.00; lighter kinds 50c, and in instances 75c. Grass cows and heifers became almost a drug on the market, losing 75c@\$1.00 as compared with the glowing trade at the high time a week earlier. Cutter cows, however, held up and although bulls sold off early this class regained the loss. Vealers declined \$1.00 to \$1.50.

Comparatively few steers sold above \$14.00. The extreme top was \$14.40 paid for 1,266 lb. averages; 1,423-lb. kinds making \$14.35, and 1,475-lb. averages realizing \$14.25. Most fed steers declined until \$12.00@13.50 was taking the bulk, and many fat but rough heavies, which had sold at \$12.50@13.00 a week earlier, declined to \$11.50@12.00. Light and long yearlings reached \$13.25.

**HOGS**—Hog values very uneven; better grades being generally 10 to 25c higher for the week. Packing sows, steady; pigs, 25c lower. A late break and a decrease in the shipping demand were noticeable factors in the trade. The week's and season's top was \$10.80. Closing bulk prices follow: 160 to 200 lbs., \$10.40@10.65; 220 to 250 lbs., \$9.50@10.35; 260 to 320 lbs., \$9.00@9.60; packing sows, \$8.00@8.40; pigs, \$8.50@9.00.

**SHEEP**—Depression in dressed lamb values, as well as continued heavier receipts both locally and in the aggregate, forced fat lamb declines, a slight reaction erasing a part of losses late. As compared Thursday to Thursday, fat lambs look around 50c lower, with sheep steady to weak.

Bulk of the week's rangers cashed at \$13.75@14.25, the outside representing the week's best. A few seconds and heavy rangers cleared at \$13.00@13.50, with most natives at \$13.25@13.50, the week's best natives reaching \$13.75. A spread of \$9.00 @9.50 took most of the cull lambs with desirable weight and fat ewes went at \$6.00 @7.00. Yearlings have been scarce.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., July 21, 1927.

**CATTLE**—Choice grades of native grain fed steers and yearlings were scarce and closed steady, while other grades of native offerings were weak to 25c lower. Western grassers, including cake-feds and wintered Kansas steers, were dull and are 25@50c lower for the week.

Strictly choice 1,443 lb. natives sold at \$14.25, a new top for the year, best medium weights went at \$13.25 and choice yearlings made the same price. Most native-fed steers and yearlings cashed from \$10.50@12.25; wintered Kansas, \$10.50@12.00; straight grassers, from \$7.50@10.30. Fat she stock held steady and cutter

cows closed strong. Bulls are 10@15c higher and vealers are \$1.50@2.00 lower, with the late top at \$11.00.

**HOGS**—Prices on weighty hogs, scaling 250 pounds up, broke sharply late last week but have more than recovered the loss and are sharing a 20@35c advance on all grades and weights as compared with a week ago.

The late top reached \$10.40 on choice 160-180 lb. averages; best 200-230 lb. weights, \$10.25@10.35; 240-260 lb. butchers, \$9.75@10.25; weighty butchers, averaging 300 and up, \$9.00@9.25. Packing grades held steady.

**SHEEP**—Prices on fat lambs declined \$1.00@1.25 during the week, with best Western lambs at \$14.10 on Monday's session. Native lambs sold at \$12.75 on Thursday's market, as compared with \$14.00 for comparable grades a week ago. Aged classes closed at strong prices. Yearlings sold from \$9.00@9.75; best wethers went at \$7.50, and fat ewes ranged up to \$6.50.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., July 21, 1927.

**CATTLE**—Curtailed in receipts tended to offset the depressed conditions of the dressed beef trade at the eastern cities, and the outlet for good and choice steers and yearlings, these holding steady throughout the period, while medium grade steers as well as grass cows and the lower grades of yearlings show a 25@50c

break. Bulls held firm and other killing classes steady.

The week's top on steers, \$13.75, was paid for offerings averaging 1,295 pounds, while choice yearlings reached \$12.75 with the bulk of fed steers and yearlings, all weights, \$9.75@12.75. Best grass steers were noted at \$10.30; there were Californians and Nebraskas at \$10.10 averaging 1,248 pounds.

Fat heifers sold mostly at \$9.50@11.00; top light heifers, \$11.75; fed cows, \$6.50@8.50; weighty cows, upward to \$10.00; grass cows and heifers, \$5.25@7.50; medium bulls, \$6.25@6.75; beef bulls, \$6.75@7.25; selected light veals, upward to \$11.00.

**HOGS**—Unevenness has featured the hog trade throughout the seven-day period. Lights and medium weight butchers have been in favor and show an upturn of 10@20c, while strong-weight butchers and packing sows are weak to 15c lower. Thursday's bulk, 160-220 lb. averages, ranged \$9.85@10.10; sorted 180-lb. weights, upward to \$10.20; 220-260 lb. averages, \$9.50@9.85; heavier weight butchers, downward to \$7.25; packing sows, \$7.75@8.15.

**SHEEP**—Market on fat lambs has followed the downward trend throughout the period, with current prices 75@90c lower than a week ago. Sheep are unchanged. On Thursday the bulk of the fat range lambs sold at \$13.25@13.50; top, \$13.60; natives, \$12.75@13.00; good and choice slaughter ewes, under 140 lb., \$6.00 @6.50.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., July 21, 1927.

**CATTLE**—Compared with a week ago,

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, July 21, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or ally hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.), med-ch.....	\$ 8.75@ 9.75	\$ 8.90@10.10	\$ 8.25@ 9.85	\$ 8.85@ 9.85	\$ 8.25@ 9.50
Med. wt. (200-250 lbs.), med-ch.....	9.25@10.15	9.85@10.80	9.50@10.35	9.50@10.35	8.85@10.40
Lt. wt. (160-200 lbs.), com-ch.....	9.00@10.65	10.05@11.00	9.00@10.20	9.00@10.40	10.00@10.50
Lt. lt. (130-160 lbs.), com-ch.....	9.00@10.35	9.00@11.00	9.25@10.00	9.00@10.40	10.25@10.50
Packing sows, smooth and rough.....	7.75@ 8.50	7.50@ 8.25	7.50@ 8.15	7.50@ 8.25	7.50@ 7.85
Slight. pigs (130 lbs. down), med-ch.....	8.25@ 9.50	8.50@ 9.50	.....	10.00@10.50	10.40@10.50
Av. cost and wt., Wed. (pigs excluded)	9.37-263 lb.	10.16-226 lb.	8.86-274 lb.	9.66-248 lb.	8.38-278 lb.
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.....	12.25@14.25	.....	11.75@13.85	11.75@14.25	.....
<b>STEERS (1,300-1,500 LBS.):</b>					
Choice.....	13.50@14.25	13.25@14.25	12.60@13.85	12.85@14.25	12.25@13.25
Good.....	11.50@13.75	12.00@13.50	11.65@13.00	11.50@13.25	10.75@12.75
<b>STEERS (1,100-1,300 LBS.):</b>					
Choice.....	13.00@14.25	13.00@14.00	12.00@13.00	12.00@13.50	11.75@13.10
Good.....	10.75@13.50	11.00@13.25	10.50@12.75	10.25@12.75	10.25@12.25
<b>STEERS (950-1,100 LBS.):</b>					
Choice.....	12.50@13.50	11.75@13.25	11.40@13.00	11.50@13.25	11.50@12.50
Good.....	9.75@13.00	10.75@12.25	10.00@11.85	10.00@12.00	8.75@11.75
<b>STEERS (850 LBS. UP):</b>					
Choice.....	8.50@11.50	8.00@11.50	7.75@11.00	7.60@10.75	8.25@10.25
Good.....	6.75@ 8.75	6.50@ 8.00	6.00@ 7.75	6.25@ 8.10	6.25@ 8.50
<b>STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):</b>					
Choice.....	12.25@13.25	11.50@12.50	11.35@12.75	11.50@12.75	11.00@12.25
Good.....	10.00@12.25	10.50@11.50	10.00@11.25	10.00@11.50	9.75@11.00
<b>HEIFERS (850 LBS. DOWN):</b>					
Choice.....	11.50@12.25	11.25@12.00	10.75@11.75	10.75@12.00	10.25@11.25
Good.....	9.25@11.75	10.25@11.25	9.00@10.75	9.00@10.75	8.50@10.25
Common med.....	6.50@ 9.25	6.75@10.25	6.25@ 9.00	6.25@ 9.25	6.00@ 8.50
<b>HEIFERS (850 LBS. UP):</b>					
Choice.....	10.00@12.00	10.25@10.75	9.75@11.25	9.75@11.00	9.25@11.00
Good.....	8.50@11.00	8.50@10.25	8.25@ 9.75	8.50@10.25	8.00@ 9.75
Medium.....	7.00@ 8.75	7.50@ 8.50	6.75@ 8.25	6.50@ 9.00	6.50@ 8.25
<b>COWS:</b>					
Choice.....	8.50@ 9.50	8.25@ 9.25	8.25@10.00	8.00@ 8.75	8.00@ 8.75
Good.....	6.50@ 8.50	6.75@ 8.25	6.50@ 8.25	6.50@ 8.00	6.25@ 8.00
Common-med.....	5.75@ 6.50	5.50@ 6.75	5.25@ 6.50	5.00@ 6.50	5.25@ 6.25
Low cutter and cutter.....	4.75@ 5.75	4.00@ 5.50	4.00@ 5.25	4.00@ 5.00	4.00@ 5.25
<b>BULLS (YEARLINGS EXC.):</b>					
Beef Good-ch.....	7.00@ 7.75	6.75@ 8.00	6.75@ 7.75	6.85@ 7.00	6.25@ 6.75
Cutter-med.....	5.75@ 7.25	5.00@ 6.75	5.50@ 6.75	5.00@ 6.65	5.00@ 6.25
<b>CALVES (500 LBS. DOWN):</b>					
Medium-ch.....	7.75@ 9.75	7.00@ 9.00	6.75@ 9.00	7.00@ 9.50	7.25@ 9.25
Cull-common.....	5.50@ 7.75	5.00@ 7.00	4.75@ 6.75	5.00@ 7.00	5.50@ 7.25
<b>VEALERS (MILK-FED):</b>					
Good-ch.....	12.00@13.50	13.00 only	9.75@11.00	9.50@11.50	10.25@12.00
Medium.....	11.00@12.00	8.50@13.00	8.00@ 9.75	7.00@ 9.50	9.00@10.25
Cull-common.....	7.00@11.00	5.50@ 8.50	4.50@ 8.00	4.00@ 7.00	6.50@ 9.00
<b>Slaughter Sheep and Lambs:</b>					
Lambs (84 lbs. down) good-choice....	13.00@14.25	12.75@13.25	12.50@13.60	12.25@13.40	.....
Lambs (92 lbs. down) medium.....	12.00@13.00	11.25@12.75	11.25@12.50	11.25@12.25	.....
Lambs (all weights) cull-common.....	8.75@12.00	8.50@11.25	8.00@11.25	8.00@11.25	.....
Yearling wethers (110 lbs. down) medium-choice.....	9.00@12.00	8.50@11.00	9.00@11.25	8.00@11.25	12.25@13.25
Ewes (120 lbs. down) medium-choice....	5.00@ 7.00	5.00@ 5.50	5.25@ 6.50	4.75@ 6.50	11.25@12.25
Ewes (120-150 lbs.) medium-choice....	4.00@ 6.75	4.00@ 5.50	4.25@ 6.00	4.25@ 6.25	.....
Ewes (all weights) cull-common.....	1.50@ 5.00	1.00@ 4.00	1.50@ 5.25	1.00@ 4.75	8.50@11.25

native steers at \$12.00 up sold steady; other natives were 25¢@50c lower; Western steers at \$9.75 up, steady; inbetween kinds, 15¢@25c lower; common kinds, 25¢@40c lower.

Mixed yearlings, heifers and cows steady to 25c lower, according to quality; low cutters, steady; medium bulls, 5c lower; good and choice vealers, \$1.25 lower; matured steers, \$12.90, weight 1,180 lbs.; yearlings, \$12.50, weight 876 pounds; heifers, \$12.00, weights 624 and 657 lbs.; native steers, \$8.90@12.50; Western steers, \$7.75@9.85.

HOGS—A further rise featured trading in hogs, with the top up to \$11.00 for the first time since April. Light hogs and medium weights are 25 to 30c higher than last week, but heavies show only 15¢@25c higher, with the spread wider than ever.

Bulk of the light hogs, 200 lbs. and less, \$10.75@10.90 today; 200-220 lbs., \$10.50@10.75; 220-250 lb., \$10.00@10.50; 260-280 lb., \$9.50@9.85; 280 lb. and up, \$9.35@9.50.

Packing sows were mainly \$8.00@8.10.

Pigs declined \$1.00 and more, the bulk of good pigs going at \$8.00@9.25. Some plain and light pigs were below \$8.00.

SHEEP—Sheep prices declined 25c in fat lambs this week and the bulk sold today at a price of \$13.00, which was also the top. Other classes went unchanged. Cull lambs are bringing \$8.50; fat ewes, \$4.50@5.50.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., July 20, 1927.

CATTLE—Steers and yearlings are around 25c lower for the period, with she stock and bulls 25¢@50c lower. Cutters are steady. Vealers are 75c or more lower.

Best yearlings cashed at \$12.75, others at \$11.50@12.50; best medium and light-weight steers, \$11.50. The bulk of the dry-fed steers and yearlings, \$10.50@11.50; bulk, grassy and warmed up kinds, \$8.50@10.00. Most of the she stock cashed recently at \$5.75@8.25, with all cutters at \$4.25@5.00.

Medium grade bulls cashed largely at \$6.25@6.50. Vealers closed Wednesday with bulk to packers at \$12.00@12.50.

HOGS—Light hogs and pigs are 50¢@60c higher than a week ago; medium-weight butchers, strong to 25c or more higher; heavy butchers, little changed. Sows average about 25c higher than a week ago. Best lightweights sold today at \$10.35@10.40; bulk pigs, \$10.40; medium-weight butchers, \$9.00@10.00 or better; heavier weights, mostly \$8.50@9.00. Packing sows cleared mainly at \$7.85@8.00.

SHEEP—Bulk of the native lambs sold today at \$12.75 or \$1.00 lower than a week ago. Culls cleared at \$8.50@9.00. Best fat ewes are going to packers at \$6.50.

### SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., July 20, 1927.

CATTLE—The first three days of the week brought a total of 10,200 cattle to market. The first real movement of western cattle arrived Monday, but the bulk of cattle are coming from the feed lots and the native pastures. Best steers during the week brought \$13.00, although prime cattle would bring \$13.50. The following figures are quotable today:

Choice to prime beefs, \$12.50@13.50; choice yearlings, up to \$12.75; good to choice steers and yearlings, \$11.75@12.50; fair to good, \$9.00@11.25; common, down to \$8.50.

Corn fed heifers \$9.50@11.50; corn fed cows, bulk \$7.50@8.75; choice cows, up to \$9.00; grass cows, bulk \$6.50@8.00; veals, steady at \$6.00@12.50; bulls \$6.00@7.00.

HOGS—The hog market has shown mild recoveries after a break last week. Best lights sold at \$10.20, with the bulk at \$9.90@10.15; medium butchers, \$9.10@9.80; strongweights, \$8.75@9.00; heavy

butchers, \$8.50@8.85; sows, \$7.85@8.25.

SHEEP—The sheep market was steady on the basis of the weeks decline. Lambs, \$1.00 lower than a week ago; best native lambs, \$13.00; ewes \$6.25. Receipts were light.

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., July 19, 1927.

CATTLE—Cattle receipts were light the first two days this week, totalling around 5,000 head. Native steers and yearlings were steady to strong, Western steers generally steady. No choice fed steers were offered. Best medium weights, around 1,200 lbs., sold at \$12.50, with the bulk of sales ranging from \$10.25@12.00.

Western steers sold at \$7.25@10.00. Mixed yearlings were fairly numerous and the quality was good; sales ranged \$10.00@12.00.

Butcher stock showed no change with last week's close. Choice cows sold up to

(Continued on page 52.)

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, July 16, 1927, with comparisons, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,025	20,200	13,443
Swift & Co.	6,900	12,800	20,968
Morris & Co.	4,323	6,400	5,188
Wilson & Co.	6,380	8,300	9,707
Anglo-Amer. Prov. Co.	1,361	3,300	.....
G. H. Hammond Co.	3,352	6,200	.....
Libby, McNeill & Libby.	697	.....	.....

Brennan Packing Co., 6,800 hogs; Miller & Hart, 4,000 hogs; Independent Packing Co., 3,600 hogs; Boyd, Lunham & Co., 4,300 hogs; Western Packing & Provision Co., 10,800 hogs; Roberts & Oake, 5,700 hogs; others, 28,000 hogs.

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,593	1,114	4,408	5,340
Cudahy Pkg. Co.	3,415	1,103	3,316	5,790
Fowler Pkg. Co.	507	.....	.....	.....
Morris & Co.	3,260	1,030	1,854	4,132
Swift & Co.	4,129	1,031	6,227	4,113
Local butchers	770	239	2,185	28
Total	20,175	5,601	21,747	24,298

#### OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,076	14,769	8,316	.....
Cudahy Pkg. Co.	5,408	14,401	9,160	.....
Dold Pkg. Co.	1,553	6,930	.....	.....
Morris & Co.	2,811	5,431	4,386	.....
Swift & Co.	4,010	11,771	11,406	.....
Eagle Pkg. Co.	15	.....	.....	.....
M. Glassburg	1	.....	.....	.....
Glaser Prov. Co.	31	.....	.....	.....
Hoffman Bros.	69	.....	.....	.....
Mayerowich & Vail.	51	.....	.....	.....
Omaha Pkg. Co.	90	.....	.....	.....
J. Rife Pkg. Co.	38	.....	.....	.....
J. Roth & Sons.	113	.....	.....	.....
So. Omaha Pkg. Co.	127	.....	.....	.....
Lincoln Pkg. Co.	551	.....	.....	.....
Morrell Pkg. Co.	.....	.....	.....	.....
Nagle Pkg. Co.	201	.....	.....	.....
St. Clair Pkg. Co.	244	.....	.....	.....
Wilson & Co.	188	.....	.....	.....
Kennett-Murray Co.	.....	4,890	.....	.....
J. W. Murphy	.....	4,577	.....	.....
Others	.....	12,163	.....	.....
Total	21,045	74,932	33,268	.....

#### ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,900	1,165	3,814	6,087
Swift & Co.	4,843	2,375	7,383	10,544
Morris & Co.	1,026	902	3,590	4,399
East Side Pkg. Co.	1,944	66	3,748	147
All others	5,636	1,350	14,995	2,010
Total	16,249	5,858	33,530	23,187

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,966	768	10,198	11,742
Armour & Co.	2,778	619	5,314	3,313
Morris & Co.	2,453	241	4,820	2,548
Others	2,237	1	5,837	2,384
Total	11,334	1,627	26,169	19,989

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,540	3,065	15,586	982
Cudahy Pkg. Co.	355	1,245	.....	.....
Hertz Bros.	233	44	.....	.....
Swift & Co.	3,847	5,903	24,118	1,486
United Pkg. Co.	1,307	898	.....	.....
Others	410	.....	4,549	.....
Total	8,692	12,055	44,253	2,468

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,103	920	1,878	53
Wilson & Co.	2,545	586	2,150	141
Other butchers	87	.....	417	.....
Total	4,735	1,506	4,445	194

#### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,448	179	13,845	587
Armour & Co.	2,477	146	12,454	458
Swift & Co.	1,605	180	7,809	637
Sacks Pkg. Co.	97	.....	.....	.....
Smith Bros. Pkg. Co.	63	24	.....	.....
Local butchers	82	11	.....	.....
Order buyers & packer shipments	2,098	10	15,307	.....
Total	8,960	550	39,476	1,682

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,057	551	4,052	1,324
Dold Pkg. Co.	332	19	2,964	.....
W. D. Beef Co.	34	.....	.....	.....
Dunn-Ostergaard	221	.....	.....	.....
Keefe-Le Sturgeon	62	.....	.....	.....
Total	1,706	570	7,016	1,324

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,698	3,452	16,642	2,602
Kingan & Co.	1,377	758	18,399	2,890
Indianapolis Abat. Co.	1,489	29	651	24
Armour & Co.	520	60	3,241	48
Bell Pkg. Co.	138	.....	616	.....
Brown Bros.	150	26	.....	.....
Hilgemeier Bros.	.....	.....	673	.....
Schussler Pkg. Co.	.....	.....	252	.....
Riverview Pkg. Co.	6	5	230	.....
Meier Pkg. Co.	116	20	329	.....
Indiana Prov. Co.	48	.....	299	48
Art Wabnitz	1	36	.....	42
Maas-Hartman & Co.	30	15	.....	7
Steinmetz Pkg. Co.	.....	32	10	13
Hoosier Abat. Co.	35	.....	.....	.....
Misc.	410	72	119	643
Total	6,018	4,505	41,461	6,312

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	133	45	124	.....
Sam Gall & Son.	.....	21	.....	767
J. Hilberg & Son's Co.	200	.....	.....	69
Ideal Pkg. Co.	43	11	682	.....
Gus Juengling	191	123	.....	58
E. Kahn's Sons Co.	745	368	4,127	276
Kroger Groc. & Bak. Co.	355	151	2,608	.....
Lohrey Pkg. Co.	8	.....	445	.....
H. H. Meyer Pkg. Co.	50	.....	3,435	.....
Wm. G. Rehn's Sons.	234	41	.....	.....
A. Sander Pkg. Co.	7	.....	1,486	.....
J. Schlachter's Sons.	212	220	.....	167
J. & F. Schroth Pkg. Co.	20	.....	3,060	.....
J. Vogel & Son.	5	7	683	.....
Total	2,212	987	16,680	1,337

#### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	950	4,228	6,613	454
U. D. B. Co., N. Y.	36	.....	.....	.....
R. Gumz & Co.	126	37	61	46
Armour & Co.	423	1,835	.....	.....
N. Y. B. D. M. Co., N. Y.	34	.....	.....	.....
Butchers	244	447	10	254
Traders	129	48	13	6
Total	1,988	6,595	6,697	700

#### RECAPITULATION.

Recapitulation of packers' purchases, by markets, for the week ending July 16, 1927, with comparisons:

#### CATTLE.

	Week ending July 16.	Prev. week.	Cor week, 1926.
Chicago	30,047	26,700	32,480
Kansas City	20,175	13,325	18,813
Omaha	21,045	16,501	24,748
St. Louis	16,249	18,589	30,233
St. Joseph	11,334	6,312	8,760
Sioux City	8,960	7,294	11,492
Oklahoma City	4,735	2,388	3,018
Indianapolis	6,018	5,288	5,371
Cincinnati	2,212	1,286	2,633
Milwaukee	1,988	1,084	2,077
Wichita	1,706	1,293	1,486
Denver	.....	.....	2,427
St. Paul	8,692	6,249	14,948
Total	133,161	106,485	422,131

#### HOGS.

	Week ending July 16.	Prev. week.	Cor week, 1926.
Chicago	102,400	109,300	92,900
Kansas City	21,747	20,015	25,340
Omaha	74,932	63,607	99,148
St. Louis	33,530	48,411	55,755
St. Joseph	26,169	26,210	23,394
Sioux City	49,475	50,719	41,870
Oklahoma City	4,445	2,902	1,955
Indianapolis	41,461	44,659	38,526
Cincinnati	16,680	15,889	10,294
Milwaukee	6,697	5,221	8,114
Wichita	7,016	5,681	5,781
Denver	.....	.....	3,788
St. Paul	44,253	32,943	55,866
Total	428,805	425,557	422,131

#### SHEEP.

	Week ending July 16.	Prev. week.	Cor week, 1926.
Chicago	49,367	41,200	45,230
Kansas City	24,298	18,678	16,893
Omaha	33,268	27,473	32,063
St. Louis	23,187	35,628	26,482
St. Joseph	19,989	19,067	18,362
Sioux City	1,682	1,245	1,793
Oklahoma City	121	.....	202
Indianapolis	6,313	3,705	4,661
Cincinnati	1,337	839	949
Milwaukee	780	378	861
Wichita	1,324	207	631
Denver	.....	.....	1,033
St. Paul	2,468	1,203	2,299
Total	164,217	149,857	151,203



## HIDE AND SKIN MARKETS

### Chicago.

**PACKER HIDES.**—Trading was light in the packer hide market during the week, around 28,000 hides being reported sold, 14,000 by one killer. Several thousand more moved at the close of last week, when a further advance of 1c was obtained for heavy native steers, extreme native steers and light native cows. Trading during this week was confined principally to one killer, and was at steady prices. Other packers, however, refused to do business on this basis, resulting in a rather quiet week, to date.

Spread native steers are quoted nominally around 24@25c. Around 9,000 or more June-July heavy native steers moved at 23½c, or 1½c over the trading price early last week. Sellers are generally asking 24c now for straight July. About 3,000 more sold at the close of last week at 23c, at which time 3,000 July extreme native steers also sold at 24c, or 1c up.

As above mentioned, branded stocks were sold by one packer at 20½c for butt branded steers, 20c for Colorados, 20½c for heavy Texas steers, 20c for light Texas steers and 21c for extreme light Texas steers. Other killers declined these figures.

One packer sold 900 heavy native cows at 22c; others declined this figure, asking up to 23c. Light native cows, to the number of 3,000, sold at 24c for July, and another 1,000 at the close of last week at same figure. Branded cows moved with other branded hides at 21c, and another packer is reported to have moved a car at 21½c.

Native bulls sold last at 17½c for June-July. Branded bulls are quoted nominally at 16½@17c, with the last trading at 17c for southern.

**SMALL PACKER HIDES.**—There is little doing in the small packer hide market locally, most killers having previously sold July productions at 23c for all-weight native steers and cows, and 20c for branded. Native bulls brought 17c, and branded bulls 16c. One local killer is still holding July branded hides and asking considerably higher, talking up to 23c. Another killer is holding July production of around 12,000 hides and offering them with August production at 25c for natives and 23c for branded.

One local small packer sold 400 July bulls at 17c for natives, and also sold July slunks at \$1.20 for regulars and 55c for hairless. The market is nominally at least a full cent higher than early trading on July stocks, based on the action of the big packer market since.

**COUNTRY HIDES.**—The market firm and, while offerings are a little more plen-

tiful, higher prices are asked. Tanners are slow to follow the advancing market and are buying only their necessary requirements, in most cases. Good all-weights are in demand at 20c, selected, delivered with olders generally asking 20½@21c. Heavy steers and cows are quoted at 18c. Buff weights are quoted 20@20½c, selected. Extremes are generally quoted around 23c for 25/45 lb., and down to 22c for 25/50 lb. Higher prices are asked in some directions. Bulls are quoted at 14@14½c; selected. All-weight western branded are quoted at 17@17½c, Chicago freight.

**CALFSKINS.**—Packer calfskins sold last at 25c for June northern; generally asking 27c for July calf.

First salted Chicago city calfskins sold at 24c for straight weights; generally asking 24@25c. Outside city skins are quoted at 22½@23½c. Resalted lots are priced 20@23c, selected. Mixed cities and countries priced from 20½c up to 22c.

**KIPSKINS.**—The trade is generally asking 26c for packer kips. Last trading in June take-off was at 25c for natives, 25c for northern over-weights, 24c for southern, and 22½c for branded.

First salted Chicago city kips are quoted around 24c; some talk up to 25c. Outside city kips range 22@23½c. Resalted lots are priced at 21@23c, selected. Mixed cities and countries are around 20@22c.

Packer regular slunks sold last at \$1.30. This was last week. Hairless are quoted around 55@60c for No. 1.

**HORSEHIDES.**—The market is firm. Choice renderers, with full heads and shanks, held up to \$7.50; good heavy mixed lots, mostly renderers, have sold at \$7.00; ordinary lots are moving around \$6.50.

**SHEEPSKINS.**—Dry pelts are quoted at 23@25c per lb., according to section. Packer shearlings are steady. Two cars moved at \$1.15 and are generally quoted at \$1.15@1.20. There is apparently no difficulty in disposing of the light pull on this basis. Pickled skins are quiet but firm. The last confirmed trading was at \$9.50 for native June lambskins at Chicago. The last trading at New York was on the same basis.

**PIGSKINS.**—There is little doing in No. 1 pigskin strips; bidding 6@6½c, f.o.b. shipping point, asking around 7c. Gelatin stocks are inactive at this season; bidding 3½c for immediate and 4c for future delivery; asking 4c for immediate.

### New York.

**PACKER HIDES.**—The city packer hide market strong but trading quiet. Good inquiries are reported, but offerings are light and asking prices strong. There is being asked 24c for spread native

steers but no trading is as yet reported.

**COUNTRY HIDES.**—Active inquiries are reported for country hides, but offerings continue light and trading is restricted to small scattered lots. Buffs are nominally around 20c, with higher prices asked. Extremes, 25/45 lb., generally 23c asked; 25/50 lb. 22@22½c asked for 25/50 lb.

**CALFSKINS.**—There is a better demand for calfskins and the market is firm. One or two cars of 5-7's sold at \$1.95 and \$2.00 is now generally asked. Heavy skins are in strong position; generally asking \$2.35 for 7-9's, and \$3.35 for 9-12's. Veal kips, 12-17 lb., sold last at \$3.70 and generally asking around \$4.00. The 17-lb. and up last sold at \$4.75.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending July 16, 1927, 3,835,000 lbs.; previous week, 3,529,000 lbs.; same week, 1926, 2,380,000 lbs.; from Jan. 1 to July 16, 1927, 791,000 lbs.; same period, 1926, 92,331,000 lbs.

Shipments of hides from Chicago for the week ending July 16, 1927, 5,469,000 lbs.; previous week, 4,478,000 lbs.; same week, 1926, 4,762,000 lbs.; from Jan. 1 to July 16, 1927, 144,447,000 lbs.; same period, 1926, 142,167,000 lbs.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending July 23, 1927, with comparisons, are reported as follows:

PACKER HIDES.		Week ending July 23, '27.	Week ending July 16, '27.	Cor. week, 1926.
Spread native steers	24½@25n	@24n	17	@17½n
Heavy native steers	@23½	22b	@23ax	15b@15½ax
Heavy Texas steers	20½@21	@20½		@14
Heavy butt branded steers	@20½	@20½	13½b	@14ax
Heavy Colorado steers	@20	@20		@13½
Ex-light Texas steers	21 @21½	@21	13b	@13½ax
Branded cows	21 @21½	@21	13b	@13½ax
Heavy native cows	@22	21	@21½n	@14n
Light native cows	@24	@23		@15ax
Native bulls	@17½	@17	10	@10½
Branded bulls	16½ @17n	16	@17	9 @9½
Calfskins	@27ax	26	@27ax	20 @20½n
Kips	@26ax	@25	17½	@18½ax
Kips, overwt.	@26ax	25N	@248	16½@17½ax
Kips, branded	@23ax	@22½	15	@15½ax
Slunks, regular	1.30@1.50ax	@1.30		@85
Slunks, hairless	.55 @60n	@60		@60
Light, Native, Butts, Colorado and Texas steers	1c			per lb. less than heavies.

### CITY AND SMALL PACKERS.

CITY AND SMALL PACKERS.		Week ending July 23, '27.	Week ending July 16, '27.	Cor. week, 1926.
Natives, all weights	24 @24½n	@23		@14
Branded hds.	20½@21n	@20		@9½
Bulls, native	@17	@17	9	@10
Branded bulls	@16	@16		@8
Calfskins	24 @25	23½	@24ax	15½@16½
Kips	24 @24½ax	22½	@23ax	@15n
Slunks, regular	@1.20	@1.20	65	@75
Slunks, hairless, No. 1	@55	@60	25	@30n

### COUNTRY HIDES.

COUNTRY HIDES.		Week ending July 23, '27.	Week ending July 16, '27.	Cor. week, 1926.
Heavy steers	@18	@18ax	10½	@11½ax
Heavy cows	@18	@18ax	9½	@10
Bufs	20 @20½	19½	@20½	10 @11
Extremes	22 @23	22	@23	13½@14½ax
Bulls	14 @14½ax	14	@14½ax	8@8½ax
Calfskins	20 @21n	19	@19½n	14 @14½
Kips	20 @21n	19	@19½n	12½@13
Light calf	@1.15	@1.15	70	@75
Deacons	@1.15	@1.15	55	@60
Slunks, regular	.60 @75	60	@75	55 @60
Slunks, hairless	.15 @25	15	@25	15 @20
Horsehides	6.50@7.50	6.00@7.00	4.00@4.50	
Hogskins	.65 @70	65	@70	50 @55

### SHEEPSKINS.

SHEEPSKINS.		Week ending July 23, '27.	Week ending July 16, '27.	Cor. week, 1926.
Packer lambs	1.15@1.20	1.15@1.20	1.47½	@2.20
Pkrs. shearings	1.15@1.20	1.15@1.20	1.47½	@2.20
Dry pelts	23 @25	23 @25	22	@24

## Stocks and Distribution of Hides and Skins

Stocks of hides and skins at the end of May, 1927, with comparisons, based on reports received from 4,331 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

Kind.	Stocks on hand or in transit.		Moved in May, 1927.*
	May, 1927.	April, 1927.	
Cattle, total, hides.....	3,230,595	3,160,840	4,307,314
Domestic—packer hides.....	2,222,708	2,169,166	2,693,439
Domestic—other than packer hides.....	748,398	760,306	1,365,671
Foreign (not including foreign-tanned) hides.....	259,489	231,368	248,204
Buffalo hides.....	78,659	39,106	46,452
Cattle and kip, foreign-tanned hides and skins.....	3,983,440	3,697,415	3,631,107
Calf and kip skins.....			1,293,090
Horse, colt, ass, and mule:			
Hides.....	87,894	100,764	115,343
Fronts, whole.....	136,995	134,077	148,539
Butts, whole.....	122,015	108,637	251,650
Shanks.....	17,340	33,856	60,016
Goat and kid skins.....	10,837,474	9,428,594	8,891,713
Cabretta skins.....	1,330,390	1,083,308	594,329
Sheep and lamb skins.....	8,394,144	7,323,586	6,042,524
Skivers and fleshers, dozens.....	123,222	126,687	115,885
Kangaroo and wallaby skins.....	148,871	180,592	140,590
Deer and elk skins.....	272,471	253,853	244,077
Pig and hog skins.....	43,967	39,637	40,862
Pig and hog strips, pounds.....	483,193	407,950	437,572

\*Represents deliveries by packers, butchers, dealers and importers.

**GEO. H. ELLIOTT & Co.**

BROKERS

**PACKER HIDES AND SKINS**

Offerings Solicited

130 North Wells St.

Chicago, Ill.

# ICE AND REFRIGERATION

## ICE NOTES.

The cold storage building owned by the Howell Ice & Fuel Co., Wynne, Ark., was destroyed by fire recently.

The Consumers Ice & Cold Storage Co., Sacramento, Calif., is erecting new buildings to cost approximately \$150,000.

Ernest Englehard, Sr., and E. Englehard, Jr., have purchased the Bosler Ice Bonds & Storage business at Montrose, Colo. The business will be operated in future under the firm name of Englehard & Son.

The Sarasota Cold Storage & Commission Co., Sarasota, Fla., has been organized by C. Roy Kindt and Bert C. Cohn. A general cold storage and commission business will be done. The officers are Charles T. Kindt, president; C. Roy Kindt, vice-president; Bert C. Cohn, director of sales.

The cold storage plant being constructed at Leesburg, Fla., is nearing completion. It will cost \$259,000.

A cold storage plant is being built at Abbyville, Ga., by J. C. Seger. A company to operate the business is being formed.

The machinery for the ice and cold storage warehouse at Tennille, Ga., has been

installed and the plant will soon be ready for operation.

A new cold storage plant will be erected soon at Waycross, Ga., by the Waycross Ice & Cold Storage Co.

A cold storage department has been added to the plant of the Central Ice Co., Palatine, Ill.

The Carey Cold Storage Co., Hutchinson, Kan., has enlarged its plant. The addition cost \$18,000.

The Jersey City Cold Storage Co., Jersey City, N. J., has been incorporated with a capital stock of \$225,000. The incorporators are A. T. Rogers, Boston, Mass.; David J. Donahue, Arlington, Mass.; Clarence J. Lamb, Pawtucket, R. I.

J. P. Morrissey, Waltham, Mass., is planning to erect a cold storage plant in his city.

The Zorn Products & Cold Storage Co., Michigan City, Ind., has changed its name to Zorn Products Co.

Plans and bids are being prepared for a cold storage plant to be erected in Lexington, Miss., by the Lewis Grocery Co. The project will cost about \$50,000. It is expected that construction work will start in the near future.

The Dixie Ice & Cold Storage Co. is erecting a cold storage plant in Milville, N. J.

The Ulster County Ice & Coal Co. is considering the construction of a cold storage plant in Catskill, N. Y.

The Hudson Ice & Cold Storage Corp. has been chartered to conduct a cold storage business in Greenport, N. Y. Wessel Ten Breock, Hudson; George H. Feltner, Stuyvesant Falls; and Frank B. Harrington, Hudson, are the incorporators.

The packing and cold storage plant of John Marion, Ithaca, N. Y., has been destroyed by fire. The loss is estimated at \$35,000.

John A. Washington has purchased the interest of J. Franklin Crocker in the LeRoy Cold Storage & Produce Co., LeRoy, N. Y. Mr. Crocker has been the active head of the business for 17 years.

Plans are being made for the construction of a cold storage plant in Boone, N. C.

The Cuyahoga Cold Storage Company, Cuyahoga, Ohio, has been incorporated with a capital stock of \$200,000. The incorporators are M. H. Robinson, H. Klass,

K. Homer, Louis Maltin and C. W. Furth.

The Union Storage Co., Erie, Pa., has converted a portion of its plant into cold storage. The plant now contains 60,000 cubic feet of dry storage and 1,300,000 cubic feet of cold storage.

A cold storage plant to cost \$60,000 is being erected in Alto, Tex.

The Lewis Ice & Cold Storage Co., Dallas, Tex., has been incorporated with a capital stock of \$10,000. The incorporators are Austin S. Dodd and E. R. Lewis.

## TO CLEAN CONDENSERS.

To clean atmospheric ammonia condensers of scale, a stiff wire brush and a hammer will do the job. From double-pipe condensers the scale must be removed by a drill or tube cleaner.

All gaskets on the condenser should be renewed once a year. Rubber gaskets wear and rot, while lead gaskets quite often give enough to leak, so all should be inspected and renewed. If the several stands do not work evenly, the water supply may be unevenly distributed. One of the stands may be partly closed off by the valves being improperly set. Only by experimenting can the engineer discover how to make each coil do its share.

To determine whether coils are condensing alike, see that an equal amount of cooling water is supplied to each coil, and then feel the ammonia gas inlet to each coil to see that they are all the same temperature; also feel the last pipe where the ammonia leaves the coils.—Power.

## COLD STORAGE GROWTH RAPID.

The cold storage industry has made a rapid growth since 1904, when there was slightly more than 100,000,000 cubic feet of space in cold storage warehouses. By 1914 the capacity had doubled to 200,000,000 cubic feet in cold storage warehouses, for Oct. 1, 1925, indicate a total of 380,000,000 cubic feet in cold storage warehouses, not including meat packing plants.

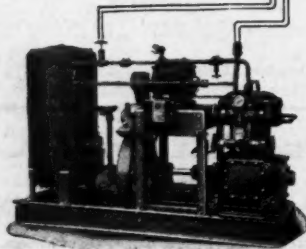


## A FRICK Refrigerating Machine

Will cool your boxes—and keep on cooling them, long after other machines would be worn out.

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## It Can't Forget to Close Itself STEVENSON'S "Door That Cannot Stand Open"

Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no rush of warm moist air.

Bulletin No. 48, FREE, shows how it saves its cost in a single month.

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1511 West Fourth St. Chester, Penna.

## CRESCENT (100% PURE) CORKBOARD

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provide permanent and economical Cold Storage Rooms  
**UNITED CORK COMPANIES** **LYNDHURST, N. J.**

## Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue  
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**JOHN R. LIVEZEY**

PHILADELPHIA, PA.



**NEW REFRIGERATION CHARTS.**

Operators of cold storage plants will be helped by a new series of tables and charts of the properties of ammonia just completed by the U. S. Bureau of Standards.

Studies of refrigeration machinery previously made by the Bureau's engineers have been widely used by cold storage operators, and this further series of measurements of the properties of ammonia is expected to be of great value.

The Bureau has devised a new system of presenting the data by recording it on charts which are much more easily read than the old-style tables of figures.

The same charts have also been made up in the metric system.

**PACKINGHOUSE WATER SUPPLY.**

Meat packing plants with a water supply problem will be interested in and will find much information in an attractively printed and profusely-illustrated booklet issued recently by Lane & Bowler, Inc., Memphis, Tenn.

The booklet contains much information on the history of water supply, well drilling contracts, pumps and well equipment, and describes the products of the company. Chapters are also devoted to the source and dependability of ground waters, the economic importance of ground waters and other subjects of interest.

One section is given over to the meat packing industry, and numerous illustrations of plants in which Lane & Bowler equipment has been installed are given. Engineering data, including equivalent tables, weirs, pump characteristics, flow measurement methods, head calculation, etc., are also included.

**N. Y. ASSOCIATION ELECTS.**

The fourteenth annual convention of the New York State Cold Storage Association was held at Grand View Beach, N. Y., June 16. The gathering was one of the largest ever held by the organization.

Officers for the coming year were elected as follows: President, J. R. Shoemaker, Elmira, N. Y.; first vice-president, Giffors Morgan, Brockport, N. Y.; second vice-president, H. C. Lewis, New York, N. Y.; secretary-treasurer, E. A. Rogerson, Le-Roy, N. Y.

**CANADIAN LIVESTOCK PRICES.**

Summary of top prices for livestock of leading Canadian centers for the week ending July 14, 1927, with comparisons:

**BUTCHER STEERS.**

	1,000-1,200 lbs. Week ended July 14.	Prev. week.	Same week, 1926.
Toronto .....	\$ 8.85	\$ 9.00	\$ 8.25
Montreal .....	8.75	8.65	7.75
Winnipeg .....	10.00	8.50	7.50
Calgary .....	7.25	6.75	6.50
Edmonton .....	8.00	8.50	7.00
Pr. Albert .....	.....	8.00	.....
Moose Jaw .....	7.50	7.50	.....

**VEAL CALVES.**

	\$13.50	\$12.00	\$12.25
Toronto .....	\$13.50	\$12.00	\$12.25
Montreal .....	11.00	10.25	10.00
Winnipeg .....	10.00	11.00	9.00
Calgary .....	10.00	10.00	7.50
Edmonton .....	10.00	10.00	7.50
Pr. Albert .....	7.50	7.00	.....
Moose Jaw .....	9.00	.....	.....

**SELECT BACON HOGS.**

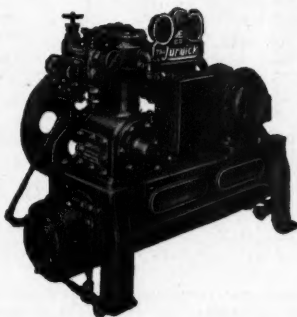
	\$10.15	\$ 9.75	\$16.18
Toronto .....	\$10.15	\$ 9.75	\$16.18
Montreal .....	10.00	10.00	15.75
Winnipeg .....	8.50	9.50	15.40
Calgary .....	10.25	9.50	15.07
Edmonton .....	10.00	10.00	15.67
Pr. Albert .....	9.00	9.00	.....
Moose Jaw .....	9.40	9.40	.....

**GOOD LAMBS.**

	\$14.50	\$15.50	\$18.00
Toronto .....	\$14.50	\$15.50	\$18.00
Montreal .....	13.00	13.50	17.00
Winnipeg .....	13.00	13.00	18.50
Calgary .....	11.50	11.50	14.00
Edmonton .....	14.00	13.00	13.00
Pr. Albert .....	11.00	.....	.....
Moose Jaw .....	13.50	.....	.....

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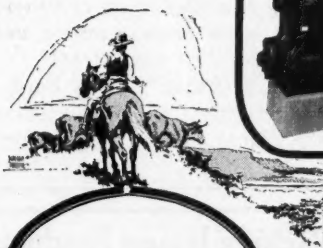
The JURUICK REFRIGERATING UNIT provides the simplest, surest and most economical means of stopping spoilage losses and keeping meats in first-class condition.

It is economical of electric current and water because it is completely automatic in operation and runs only when necessary to keep the temperature down to the required degree of cold.

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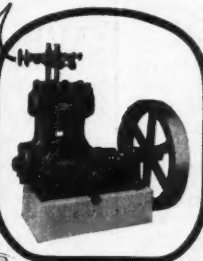
## A Good Will Builder



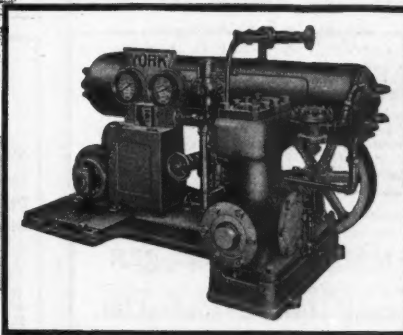
plus a good business builder—that's "YORK"! It's dependable, engineered right, guaranteed to produce its ratings, and is being used by meat and provision merchants everywhere—by the small corner meat market and by the nationally known packers.

Write for our literature.

**YORK Manufacturing Company**  
Ice Making and Refrigerating Machinery Division  
York, Penna.



The York Refrigerating unit is furnished in capacities from one half ton upward. Either full automatic or manually controlled. There is a York to meet every refrigerating requirement.

**NEW SAWDUST PLANT.**

The Sawdust Sales Company have opened their new plant at Glendale, New York City. This company has specialized in sawdust for the meat smoking trade, and has been engaged in the business for the past fifteen years, conducting it largely through their office at Philadelphia and shipping points throughout the east.

The plant at Glendale is situated just outside of Brooklyn, and within the city of New York. This central location makes possible door-to-door deliveries in the vicinity of northern New Jersey, southern New England and the Metropolitan district, and also insures prompt rail deliveries. The low freight rates prevailing to consuming centers enable the quotation of low prices.

Modern equipment used throughout the entire plant, together with a private siding for several cars, aids in the prompt dispatch of orders. A large stock of meat-smoking sawdust is always kept in reserve.

**MEAT IMPORTS AT NEW YORK.**

Imports of meats and meat products received at the port of New York for the week ending July 16, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada	Quarters of beef	1,088
Canada	Calf carcasses	3,587
Canada	Lamb carcasses	249
Canada	Beef cuts	1,096 lbs.
Canada	Beef butts	19,357 lbs.
Canada	Cured beef	30,484 lbs.
Canada	Calf livers	4,304 lbs.
Canada	Pork cuts	3,491 lbs.
Canada	Lamb cuts	825 lbs.
Canada	S. P. hams	18,900 lbs.
Canada	Beef tongues	7,126 lbs.
Canada	Bacon	2,758 lbs.
Canada	Mutton cuts	1,586 lbs.
Canada	Beef livers	14,562 lbs.
Canada	Veal cuts	21,834 lbs.
Hungary	Sausage	330 lbs.
Italy	Sausage	2,739 lbs.
Italy	Hams	73 lbs.
Italy	Bacon	145 lbs.
Germany	Sausage	4,708 lbs.
Germany	Smoked hams	1,732 lbs.
Argentina	Canned corn beef	375,000 lbs.
England	Smoked meats	503 lbs.
Paraguay	Canned corn beef	145 lbs.
Holland	Cooked hams	2,359 lbs.
Holland	Bacon	274 lbs.
Holland	Sausage	405 lbs.
France	Cooked hams	288 lbs.
Uruguay	Canned corn beef	120,000 lbs.

# Chicago Section

D. A. Blanton, head of the Blanton Co., oil refiners, St. Louis, Mo., was in Chicago last week.

Guy Fridley, of the E. G. James Co., is spending two weeks vacation visiting relatives at Brookfield, Mo.

Packers' purchases at Chicago for the first four days of this week totaled 36,376 cattle, 11,196 calves, 88,232 hogs and 28,202 sheep.

Frank A. Hunter, president of the East Side Packing Co., East St. Louis, Ill., visited Chicago during the early part of the week.

Jay E. Decker, president of Jacob E. Decker & Sons Co., made a business trip to Chicago this week. He was accompanied by Fred G. Duffield, secretary of the company.

Sam Stretch, well known and popular spice man, was a visitor in Chicago this week, on his return from a combination pleasure and business trip in Wisconsin.

G. E. Morgan, manager of the Tuscaloosa Packing Co., Tuscaloosa, Ala., was a visitor in Chicago this week. Mr. Morgan was in consultation with his architect, Wm. H. Knehans, of the Packers Architectural & Engineering Co., regarding the construction of a modern plant for the slaughter of both cattle and hogs.

News was received in Chicago this week of the serious illness in London of J. Ogden Armour, chairman of the board of directors of Armour and Company. He was stricken with typhoid fever on July 13, and though the crisis was supposed to have passed, his condition became such

that it was decided to summon members of the family. The last reports were that he was much improved.

Prices realized on Swift & Company sales of carcass beef in Chicago for the week ending July 16, 1927, on shipments sold out were as follows: Cows, common to good, 10½c; steers, common to medium, 15@17½c; steers, good to choice, 18@21c; and averages 16.88c per pound.

Provision shipments from Chicago for the week ending July 16, 1927, with comparisons, are reported as follows:

	Last week.	Previous 5 days.	Cor. week 1926.
Cured meats, lbs. ....	15,080,000	11,393,000	17,026,000
Fresh meats, lbs. ....	38,243,000	32,927,000	36,281,000
Lard, lbs. ....	4,709,000	3,048,000	5,090,000

The number of people employed in the meat packing plants of Illinois increased 9.8 per cent during June, as compared with May, according to figures compiled by the Illinois Department of Labor. This is an unprecedented gain in employment for that time of the year in this industry.

## WILL CAN REINDEER MEAT.

Plans are being made by the Lomen Reindeer Corporation to erect a reindeer meat canning plant near Nome. Machinery is being loaded and it is expected that the plant will be in operation in time to can 10,000 cases of meat before navigation closes.

The company has also made arrangements with a canning plant in Seattle, Wash., whereby fresh meat brought to the States may be canned, so that the expected demand for the product may be filled at all seasons of the year.

The company has a herd of 25,000 reindeer and plans to pack 40 per cent of the yearly increase leaving the 60 per cent herd gain as a margin of safety. After navigation closes in the North this year the company plans to use its steamer to transport frozen carcasses to New York City.

## ST. JOSEPH LIVESTOCK.

(Continued from page 48.)

\$8.50; most fair to good kinds, \$5.50@7.50; canners and cutters, \$4.00@5.25; fed heifers, \$10.00@11.00; grassers, mostly \$7.00@8.75; bulls, \$5.75@6.35; choice grades, \$7.25. Calves were steady; top veals, \$11.50.

HOGS—Hog receipts for the two days were around 6,500, and the market 15@25c higher than last week's close. Today's top on lights was \$10.30, and the bulk of all sales was \$9.00@10.25. Packing sows, \$7.75@8.25.

SHEEP—Sheep receipts were around 10,000 for the week to date and these were practically all Western. Lambs were 50@75c lower, with best westerns today at \$13.50, and natives \$12.50. Aged sheep were steady. Western ewes, \$6.25@6.50; natives, \$5.00@6.50; range yearlings, \$10.00@10.25; wethers, \$7.50.

## Why Pay This Tax?

"If equipment can effect a saving in your plant, you are paying a tax equal to that saving until you install that equipment!"

Who said that? Henry Ford.

Maybe that's one of the reasons why Henry has so much money!

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Eight Phones Postal Telegraph Building  
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Specializing in

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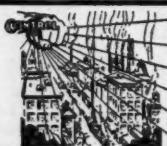
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**DEATH OF MORRIS C. CRUM.**

The sudden death of Morris C. Crum, secretary and general manager of the Nuckolls Packing Co., Pueblo, Colo., last Monday morning was one of the tragedies of recent years in the meat packing industry.

Mr. Crum was on his way to the plant from a week-end stay at his summer home 20 miles south of Pueblo, accompanied by his wife, one son and the maid. The car ran off the road at a hilly turn and turned over twice. Mr. Crum was pinned underneath, fracturing several ribs and puncturing a lung. He was rushed to the nearest hospital, but passed away shortly after reaching there. None of the others were injured.

Morris Crum was one of the most active, progressive and best liked men in the packing field. He was a clever trader and a master salesman, and he retained the friendship and respect of all with whom he dealt. He had been with the Nuckolls Packing Co. for 19 years, and for the past ten years had been an executive of the company. He was of the type of packer executive and merchandiser of whom there are too few, and he will be sadly missed in those circles of the trade in which his activities gave him an influence.

Born in Illinois in 1886, he went to Colorado in 1894. He was educated in the Colorado schools and spent practically his whole business life with the Nuckolls organization. Besides a wife he leaves five children, four boys and a girl.

One of his friends, John W. Hall, pays this tribute to him in a letter to THE NATIONAL PROVISIONER: "Suddenly, in the midst of an active career, at the threshold of life's best gifts, the summons to the higher life came to Morris C. Crum."

"Work with him was a joy. Supported by great incentives, he put a fine intelligence to every task. His was a gentle, kindly, manly spirit. His personal qualities of mind and heart, his loyalty to friends, his gentle nature, his never-failing courtesy, made Morris Crum the man we honor today. He will long remain in our hearts as an enduring memory."

**WEIGHING CHARGES INCREASED.**

Charges for weighing hogs at St. Paul, Minn., advanced from 1/2c per head to 1c, effective July 1, it is announced by R. J. Wells, state supervisor of weighing at the St. Paul market. The number of branded hogs reaching this market, the use of additional scales to handle the animals and the increased number of scale tickets required, made the increased charge necessary.

**CHICAGO LIVESTOCK.****RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 11.....	23,776	4,368	53,293	16,160
Tues., July 12.....	8,932	2,823	26,788	7,018
Wed., July 13.....	12,363	2,147	15,967	14,417
Thurs., July 14.....	11,172	3,671	26,966	8,591
Fri., July 15.....	2,755	1,045	19,893	6,346
Sat., July 16.....	308	506	4,488	4,183
Total last week.....	59,306	14,564	147,392	56,715
Previous week.....	35,628	8,069	131,331	46,894
Year ago.....	61,891	18,505	111,061	64,657
Two years ago.....	52,648	16,054	127,318	65,098

**SHIPMENTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 11.....	5,796	155	10,454	494
Tues., July 12.....	2,650	58	5,674	1,004
Wed., July 13.....	3,260	66	3,474	1,365
Thurs., July 14.....	5,158	.....	3,973	1,598
Fri., July 15.....	1,061	.....	7,050	771
Sat., July 16.....	143	.....	386	.....
Total last week.....	16,038	279	31,011	5,142
Previous week.....	9,997	270	29,813	5,324
Year ago.....	15,700	39	24,467	17,374
Two years ago.....	11,962	160	31,877	6,229

Receipts at Chicago Stock Yards thus far this year to July 16, with comparative totals:

	1927.	1926.
Cattle.....	1,531,391	1,635,697
Calves.....	415,746	443,560
Hogs.....	4,301,744	3,976,862
Sheep.....	1,902,282	2,129,340

Combined weekly hog receipts at eleven markets for week ending July 16, with comparisons:

Week ending July 16.....	535,000
Previous week.....	481,000
1926.....	446,000
1925.....	498,000
1924.....	735,000
1923.....	729,000
1922.....	469,000

Combined receipts at seven markets for the week ending July 9, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending July 16.....	184,000	441,000	181,000
Previous week.....	115,000	382,000	146,000
1926.....	226,000	374,000	177,000
1925.....	222,000	428,000	181,000
1924.....	233,000	611,000	170,000
1923.....	228,000	602,000	193,000
1922.....	213,000	378,000	223,000

Combined receipts at seven points for the year to July 16, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927.....	4,121,000	13,377,000	5,175,000
1926.....	5,324,000	12,824,000	5,478,000
1925.....	5,065,000	15,467,000	5,183,000
1924.....	5,198,000	18,630,000	5,072,000
1923.....	5,212,000	17,781,000	5,332,000
1922.....	4,193,000	13,282,000	4,907,000

\*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top average price for hogs, with comparisons:

	Average Number weight— received lbs.	Prices— Top. Average.
*This week.....	146,900 248	\$10.65 \$ 9.10
Previous week.....	131,331 244	10.00 8.80
1926.....	111,061 250	14.75 12.85
1925.....	127,328 243	14.80 13.65
1924.....	203,229 239	8.20 7.50
1923.....	217,705 240	8.00 7.00
1922.....	136,678 247	11.05 9.65
Av. 1922-1926.....	150,200 246	\$11.35 \$10.15

\*Receipts and average weight for week ending July 16, 1927, unofficial.

**WEEKLY AVERAGE PRICE OF LIVESTOCK.**

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending July 16.....	\$12.90	\$ 9.10	\$ 5.90	\$14.40
Previous week.....	11.65	8.80	5.90	14.75
1926.....	9.35	12.85	5.75	13.90
1925.....	12.00	13.65	9.00	15.00
1924.....	9.00	7.50	5.65	14.15
1923.....	9.50	7.00	5.75	13.80
1922.....	9.65	9.65	6.60	13.10
Av. 1922-1926.....	\$ 9.90	\$10.15	\$ 6.65	\$14.00

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending July 16.....	43,300	115,800	50,000
Previous week.....	25,631	101,518	41,670
1926.....	46,191	86,594	47,283
1925.....	40,681	95,441	58,869
1924.....	50,754	101,625	50,097

\*Saturday, July 16, estimated.

Chicago packers hog slaughters for the week ending July 16, 1927:

Armour & Co.....	20,200
Anglo American.....	3,300
Swift & Co.....	12,800
Hammond & Co.....	6,200
Morris & Co.....	6,400
Wilson & Co.....	5,300
Byrd-Lanham.....	4,300
Western Packing Co.....	10,800
Roberts & Oake.....	5,700
Miller & Hart.....	4,000
Independent Packing Co.....	3,900
Brennan Packing Co.....	6,800
Agar Packing Co.....	3,900
Others.....	24,100

Total.....	120,400
Previous week.....	109,300
1926.....	82,300
1925.....	88,100
1924.....	172,100

**F. C. ROGERS****BROKER****Provisions**

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**BELL'S**

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Importers

**SPICES**

Grinders

**Butchers Mills Brand****42 years reputation among packers for quality**

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, July 21, 1927.

Regular Hams.		S. P.
Green		
8-10	19	21
10-12	18 1/4	20
12-14	17 1/4	19
14-16	17 1/4	18 1/4 @ 18 1/2
16-18	17	17 1/2 @ 18
18-20	17	17 1/2 @ 18
10-16 Range	17 1/4	
16-22	17	

S. P. Boiling Hams.		Select.
H. Run.		
16-18	18	18 1/2
18-20	18	18 1/2
20-22	17 1/4	18

S. P. Skinned Hams.		(Boiling Age)
16-18	18 1/4	19 1/4
18-20	18	19
20-22	17 1/4	18 1/4

Skinned Hams.		S. P.
Green		
10-14	18 1/4	19 1/4
14-16	18 1/4	19 1/4
16-18	18 1/4	18 1/2
18-20	17 1/4	18 1/2
20-22	17 1/4	17 1/2
22-24	17 1/4	17 1/2
24-26	17 1/4	17 1/2
26-28	17 1/4	17 1/2
28-30	17 1/4	17 1/2
30-35	17 1/4	17 1/2

Picnics.		S. P.
Green		
4-6	13 1/4	14
6-8	12 1/4	12 1/2
8-10	11 1/4	11 1/2
10-12	10 1/4	11
12-14	10 1/4	10 1/2

Bellies.		S. P.
Green		
6-8	23 1/2	24
8-10	22	22 1/2
10-12	21	21 1/2
12-14	20	20 1/2
14-16	19 1/2	19 1/2
16-20	17 1/2	18
	16 1/2	17 1/2

\*Square Cut and Seedless—Frozen.

D. S. Bellies.		Rib
Clear		
16-18	14 1/4	
18-20	14	14
20-25	13 1/4	13 1/4
25-30	13 1/4	13 1/4
30-35	13 1/4	13 1/4
35-40	13 1/4	13 1/4
40-50	13	13

\*Fully cured.

D. S. Fat Backs.		
8-10	11 1/4	
10-12	11 1/4	
12-14	11 1/4	
14-16	12 1/4	
16-18	12 1/4	
18-20	13	
20-25	13 1/4	

D. S. Rough Ribs.		
40-50	13.25	
50-60	12.75	
60-70	12.50	
70-80	12.25	

Other D. S. Meats.		
Extra Short Cuts	37-45	12 1/2
Extra Short Ribs	35-45	12 1/2
Regular Plates	6-8	10 1/4
Clear Plates	4-6	10 1/4
Jowl Butts		8 1/2 @ 8 3/4

## DANISH BACON EXPORTS

Bacon exports from Denmark for the week ending July 16, 1927, were 4,992 metric tons, all of which went to England, according to a cablegram received by the U. S. Department of Commerce.

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JULY 16, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.80	12.87 1/2	12.82 1/2	12.82 1/2
Sept.	13.00	12.90	12.92 1/2	12.90
Oct.	13.00	13.00	13.02 1/2	13.02 1/2
CLEAR BELLIES—				
July			14.37 1/2	14.30
Sept.			14.62 1/2	14.55
SHORT RIBS—				
July			12.62 1/2	12.52 1/2
Sept.	12.80	12.72 1/2	12.80	12.72 1/2

MONDAY, JULY 18, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.85	12.87 1/2	12.82 1/2	12.82 1/2 ax
Sept.	12.92 1/2	12.87 1/2	12.82 1/2	12.82 1/2 b
Oct.	13.07 1/2	13.07 1/2	13.02 1/2	13.02 1/2 b
Nov.				13.03 ax
Jan.	13.15	13.17 1/2	13.12 1/2	13.12 1/2 b
CLEAR BELLIES—				
July				14.30n
Sept.	14.50	14.62 1/2	14.50	14.50 ax
Oct.	14.50	14.50	14.50	14.50 b
SHORT RIBS—				
July				12.65 ax
Sept.	12.80	12.80	12.70	12.70 ax
Oct.	12.75	12.75	12.60	12.60 ax

TUESDAY, JULY 19, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.80	12.80	12.77 1/2	12.80b
Sept.	12.82 1/2	12.85	12.87 1/2	12.82 1/2 b
Oct.	13.02 1/2	13.05	12.95	13.02 1/2 b
Nov.				13.05b
Jan.	13.10	13.15	13.07 1/2	13.15 ax
CLEAR BELLIES—				
July	14.12 1/2	14.12 1/2	14.05	14.05 ax
Sept.	14.37 1/2	14.37 1/2	14.25	14.25 ax
Oct.	14.40	14.40	14.22 1/2	14.22 1/2 ax
SHORT RIBS—				
July				12.50n
Sept.	12.47 1/2	12.47 1/2	12.47 1/2	12.47 1/2
Oct.	12.50	12.50	12.45	12.45 ax

WEDNESDAY, JULY 20, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.80	12.85	12.75	12.82 1/2 b
Sept.	12.87 1/2	12.92 1/2	12.85	12.92 1/2 b
Oct.	12.97 1/2	13.05	12.95	13.02 1/2 ax
Nov.				13.05 ax
Jan.	13.10	13.15	13.07 1/2	13.15 b
CLEAR BELLIES—				
July				13.95 ax
Sept.	14.12 1/2	14.12 1/2	14.10	14.10
Oct.				14.10 ax
SHORT RIBS—				
July				12.40 ax
Sept.				12.46 ax
Oct.				12.37 1/2 ax

THURSDAY, JULY 21, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.82 1/2-85	12.85	12.72 1/2	12.72 1/2
Sept.	12.95	12.95	12.85	12.85b
Oct.	13.05	13.05	12.95	12.95b
Nov.	13.00	13.00	12.97 1/2	12.97 1/2 ax
Jan.	13.10	13.10	13.07 1/2	13.07 1/2 ax
CLEAR BELLIES—				
July				13.80 ax
Sept.	14.00	14.00	14.00	14.00b
Oct.				14.02 1/2 ax
SHORT RIBS—				
July				12.30n
Sept.				12.30 ax
Oct.				12.32 1/2 ax

FRIDAY, JULY 22, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.67 1/2	12.67 1/2	12.60	12.62 1/2 b
Sept.	12.85	12.85	12.75	12.75b
Oct.	12.92 1/2	12.92 1/2	12.85	12.85b
Nov.				12.85 ax
Jan.	13.00	13.00	12.97 1/2	12.97 1/2 ax
CLEAR BELLIES—				
July				13.62 1/2 n
Sept.	14.00	14.00	13.80	13.80 ax
Oct.	14.00	14.00	13.80	13.80 ax
SHORT RIBS—				
July				12.25 ax
Sept.	12.25	12.25	12.20	12.20 ax
Oct.	12.30	12.30	12.15	12.15 ax

## FERTILIZER MEN ELECT.

E. L. Robins, Meridian, Miss., was elected president of the National Fertilizer Association by the board of directors at the closing session of the annual convention held recently at White Sulphur Springs, Va. L. W. Howell, Chicago, Ill., was elected vice president, and C. J. Brand, Washington, D. C., secretary-treasurer.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, July 21, 1927, with comparisons, were as follows:

	Week ending July 21.	Pre-week.	Cor. week, 1926.
Armour & Co.	8,212	13,600	7,059
Anglo-American Prov. Co.	5,730	2,900	7,020
Swift & Co.	9,407	8,585	10,021
G. H. Hammond Co.	5,407	4,967	5,065
Morris & Co.	6,040	6,351	4,328
Wilson & Co.	7,948	8,805	8,216
Boyd-Lanham Co.	4,583	4,243	5,060
Western Pkg. & Prov. Co.	8,779	10,375	8,215
Roberts & Oake	3,723	7,582	3,305
Miller & Hart	3,700	3,819	4,183
Independent Pkg. Co.	3,747	3,544	5,989
Brennan Pkg. Co.	6,084	6,300	5,925
Agar Packing Co.	3,614	3,340	1,825
Total	76,974	84,771	72,083

## CHICAGO RETAIL FRESH MEATS.

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	36	28	20
Chuck roast	26	20	14
Steaks, round	45	30	20
Steaks, sirloin, first cut	45	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12 1/2
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	45	25
Legs	45	30
Stews	20	15
Chops, shoulder	25	20
Chops, rib and loin	55	25

### Mutton.

Legs	26	
Stew	10	
Shoulders	16	
Chops, rib and loin	35	

### Pork.

Loins, whole, 8 @ 10 avg.	26	@ 28
Loins, whole, 10 @ 12 avg.	24	@ 26
Loins, whole, 12 @ 14 avg.	21	@ 23
Loins, whole, 14 and over	18	@ 25
Chops	28	@ 30
Shoulders	15	@ 18
Butts	15	@ 20
Spareribs	15	@ 15
Hocks	14	@ 14
Leaf lard, unrendered		@ 15

### Veal.

Hindquarters	32	@ 36
Forequarters	18	@ 24
Legs	32	@ 36
Breasts	14	@ 18
Shoulders	12	@ 24
Cutlets		@ 40
Rib and loin chops		@ 35

### Butchers' Offal.

Suet		@ 6
Shop fat		@ 3
Bones, per 100 lbs.		@ 50
Calf skins		@ 17
Klips		@ 16
Deacons		@ 12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago	0%	
Double refined saltpetre, grand, 1 c. l.	6 1/2	5%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4%
Crystals	5%	5%
Kega, 100 @ 200 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	8%	8%
Crystals to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots	8%	9%
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5	4%
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$6.60
bulk		
Medium, car lots, per ton, f.o.b. Chicago		9.10
bulk		
Rock, carlots, per ton, f.o.b. Chicago		6.10
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans	@ 4.75	
Second sugar, 90 basis	None	
Syrup, testing 63 and 65 combined sucrose and invert, New York	@ 6.10	
Standard granulated f.o.b. refiners (2%)	@ 4.10	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 5.60	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 5.50	



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending, July 23.	Cor. week, 1926.
Prime native steers.....	19 @21	18 @20 1/2
Good native steers.....	18 @21	17 @20 1/2
Medium steers.....	16 @17	15 @16 1/2
Helfers, good.....	13 @18	12 @17 1/2
Cows.....	11 @16	10 @15 1/2
Hind quarters, choice.....	26 @26	25 @25 1/2
Fore quarters, choice.....	16 @16	15 @15 1/2

## Beef Cuts.

Steer Loins, No. 1.....	@44	@40
Steer Loins, No. 2.....	@39	@35
Steer Short Loins, No. 1.....	@57	@47
Steer Short Loins, No. 2.....	@49	@39
Steer Loin Ends (hips).....	@30	@25
Steer Loin Ends, No. 2.....	@29	@24
Cow Loins.....	@18	@14
Cow Short Loins.....	@34	@29
Cow Loin Ends (hips).....	@18	@14
Steer Ribs, No. 1.....	@26	@22
Steer Ribs, No. 2.....	@25	@21
Cow Ribs, No. 1.....	@17	@13
Cow Ribs, No. 2.....	@17	@13
Cow Ribs, No. 3.....	@12	@9
Steer Rounds, No. 1.....	@20	@16
Steer Rounds, No. 2.....	@19 1/2	@15 1/2
Steer Chucks, No. 1.....	@14 1/2	@11 1/2
Steer Chucks, No. 2.....	@13 1/2	@10 1/2
Cow Rounds.....	@17	@13 1/2
Cow Chucks.....	@12 1/2	@9 1/2
Steer Plates.....	@12	@9 1/2
Medium Plates.....	@10	@7 1/2
Briskets, No. 1.....	@16	@12
Briskets, No. 2.....	@12	@9
Steer Navel Ends.....	@8	@6
Cow Navel Ends.....	@9	@7
Fore Shanks.....	@8	@6 1/2
Hind Shanks.....	@8	@6
Bolls.....	@60	@50
Strip Loins, No. 1.....	@40	@35
Strip Loins, No. 2.....	@34	@29
Strip Loins, No. 3.....	@34	@29
Sirloin Butts, No. 1.....	@27	@22
Sirloin Butts, No. 2.....	@15	@11
Sirloin Butts, No. 3.....	@15	@11
Beef Tenderloins, No. 1.....	@70	@55
Beef Tenderloins, No. 2.....	@65	@50
Rump Butts.....	@18	@14
Flank Steaks.....	@20	@17
Shoulder Cuts.....	@15	@11
Hanging Tenderloins.....	@10	@7

## Beef Products.

Brains (per lb.).....	@10	8 @9
Hearts.....	@11	@8
Tongues.....	@20	29 @30
Sweetbreads.....	@38	@30
Ex-Tail, per lb.....	@9	5 @6
Fresh Tripe, plain.....	@6	@4
Fresh Tripe, H. C.....	@7 1/2	@6 1/2
Livers.....	@13	10 1/2 @12 1/2
Kidneys, per lb.....	@10 1/2	@9

## Veal.

Choice Carcass.....	@24	18 @20
Good Carcass.....	@21	15 @17
Good Saddle.....	@21	20 @26
Good Backs.....	@20	6 @12
Medium Backs.....	@14	@6

## Veal Products.

Brains, each.....	@12	9 @10
Sweetbreads.....	@65	58 @60
Calf Livers.....	@44	30 @31

## Lamb.

Choice Lambs.....	@33	@31
Medium Lambs.....	@30	@29
Choice Saddle.....	@35	@34
Medium Saddle.....	@33	@32
Choice Fores.....	@25	@25
Medium Fores.....	@23	@22
Lamb Fries, per lb.....	@31	@31
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

## Mutton.

Heavy Sheep.....	@8	@8
Light Sheep.....	@15	@15
Heavy Saddle.....	@11	@12
Light Saddle.....	@18	@18
Heavy Fores.....	@7	@7
Light Fores.....	@12	@12
Mutton Legs.....	@20	@20
Mutton Loins.....	@20	@20
Mutton Stew.....	@8	@8
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Dressed Hogs.....	@19	@18
Pork Loins, 8@10 lbs. avg.....	@24	@24
Hams.....	@22	@22
Belles.....	@26	@26
Calas.....	@15	@15
Skinned Shoulders.....	@13	@13
Tenderloins.....	@45	@45
Spare Ribs.....	@10	@10
Leaf Lard.....	@13	@13
Back Fat.....	@16	@16
Butts.....	@16	@16
Hocks.....	@14	@14
Tails.....	@11	@11
Neck Bones.....	@4	@4
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Blade Bones.....	@15	@15
Pigs Feet.....	@5	@5 1/2
Kidneys, per lb.....	@8	@8
Livers.....	@4 1/2	@4 1/2
Brains.....	@13	@13
Ears.....	@6	@6
Snouts.....	@8	@8
Heads.....	@10	@10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@27
Country style sausage, fresh in link.....	@19
Country style sausage, fresh in bulk.....	@17
Country style sausage, smoked.....	@24
Mixed sausage, fresh.....	@16
Frankfurts in sheep casings.....	@21
Frankfurts in hog casings.....	@19
Bologna in beef bungs, choice.....	@16
Bologna in cloth, paraffined, choice.....	@14 1/2
Bologna in beef middles, choice.....	@16
Liver sausage in hog bungs.....	@23
Liver sausage in beef rounds.....	@13
Head cheese.....	@17
New England luncheon specialty.....	@28
Liberty luncheon specialty.....	@21
Mixed luncheon specialty.....	@17
Tongue sausage.....	@25
Blood sausage.....	@17
Polish sausage.....	@18
Souse.....	@15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51
Cervelat, new condition, in hog bungs.....	@23
Cervelat, new condition, in beef middles.....	@23
Thuringer Cervelat.....	@26
Farmer.....	@20
Holsteiner.....	@29
B. C. Salami, choice, in hog bungs.....	@48
Milano Salami, choice, in hog bungs.....	@49
B. C. Salami, new condition.....	@26
Frisses, choice, in hog middles.....	@42
Genoa style Salami.....	@66
Pepperoni.....	@40
Mortadella, new condition.....	@28
Capicola.....	@54
Italian style hams.....	@43
Virginia hams.....	@53

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	@8 1/2
Special lean pork trimmings.....	@13 1/2
Extra lean pork trimmings.....	@13 1/2
Neck bone trimmings.....	@10 1/2
Pork cheek meat.....	10 @9
Pork hearts.....	@7
Fancy boneless bull meat (heavy).....	@14
Boneless chucks.....	@12 1/2
Shank meat.....	11 1/2 @11 1/2
No. 1 beef trimmings.....	@11
Beef hearts.....	@7 1/2
Beef cheeks (trimmed).....	@9 1/2
Dr. canner cows, 300 lbs. and up.....	@8 1/2
Dr. cutters, 430 lbs. and up.....	@9 1/2
Dr. bologna bulls, 500@700 lbs.....	@10 1/2
Beef tripe.....	3 1/2 @3 1/2
Cured pork tongues (can trim).....	@16

(These are prices to wholesalers, on material packed in new black barrels for shipment.)

## SAUSAGE CASINGS.

## (F. O. B. CHICAGO.)

Beef rounds, domestic, 130 sets per tierce, per set.....	@.22
Beef rounds, domestic, 140 sets per tierce, per set.....	.32 @.35
Beef rounds, export, 225 sets per tierce, per set.....	@.32
Beef huddles, 110 sets per tierce, per set.....	@1.25
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	.25 @25 1/2
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	.16 @.17
Beef weasands, No. 1, per piece.....	.10 @.13
Beef weasands, No. 2, per piece.....	.04 @.06
Beef bladders, small, per dozen.....	1.30 @1.25
Beef bladder, medium, per dozen.....	1.85 @2.00
Beef bladders, large, per dozen.....	@2.25
Hog casings, medium, per bbl. 100 yds.....	@2.25
Hog casings, narrow, per bbl.....	@3.25
Hog middles, without cap, per set.....	@.16
Hog middles, with cap, per set.....	.19 @.20
Hog bungs, export.....	.38 @.39
Hog bungs, large prime.....	@.28
Hog bungs, medium.....	@.20
Hog bungs, small prime.....	@.12
Hog bungs, narrow.....	.07 @.08
Hog stomachs, per piece.....	.08 @.10

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	18.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

## BARRELED PORK AND BEEF.

Mess pork, regular.....	30.00
Family back pork, 20 to 34 pieces.....	31.00
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	31.00
Clear plate pork, 35 to 45 pieces.....	21.50
Clear plate pork, 25 to 35 pieces.....	22.50
Brisket pork.....	26.50
Bean pork.....	21.00
Plate beef.....	20.50
Extra plate beef, 200 lb. bbls.....	22.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	@3.40
Red oak lard tierces.....	2.52 1/2 @2.55
White oak lard tierces.....	2.72 1/2 @2.75

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20 1/4
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid pack tubs, 1c per lb. less.).....	@18
Pastery oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@15

## DRY SALT MEATS.

Extra short clears.....	@12 1/2
Extra short ribs.....	@12 1/2
Short clear middles, 60-lb. avg.....	@13
Clear bellies, 14@16 lbs.....	@15
Clear bellies, 18@20 lbs.....	14 @14 1/2
Clear bellies, 25@30 lbs.....	@13 1/2
Rib bellies, 20@25 lbs.....	13 @13 1/2
Rib bellies, 25@30 lbs.....	@13 1/2
Fat backs, 10@12 lbs.....	@11 1/2
Fat backs, 12@14 lbs.....	@11 1/2
Fat backs, 14@16 lbs.....	11 1/2 @11 1/2
Regular plates.....	@10 1/2
Butts.....	@8 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@24 1/2
Skinned hams, fancy, 16@18 lbs.....	@25
Standard regular hams, 12@14 lbs.....	@25 1/2
Picnics, 6@8 lbs.....	@28 1/2
Standard bacon, 4@6 lbs.....	@29 1/2
Standard bacon, 10@12 lbs.....	@31
Standard bacon, 12@14 lbs.....	@27 1/2
Standard bacon strips, 6@7 lbs.....	@26
Cooked hams, choice, skin on, surplus fat off.....	@36
Cooked hams, choice, skinned, surplus fat off.....	@37
Cooked hams, choice, skinned, surplus fat off.....	@38
Cooked picnics, skinned, surplus fat off.....	@24
Cooked picnics, skinned, surplus fat off.....	@25
Cooked loin roll, smoked.....	@40

## ANIMAL OILS.

Prime lard oil.....	15 @15 1/2
Extra winter strained.....	11 1/2 @12 1/2
Extra lard oil.....	10 1/2 @11 1/2
Extra No. 1 lard.....	10 1/2 @10 1/2
No. 1 lard oil.....	9 1/2 @10 1/2
No. 2 lard oil.....	8 1/2 @9 1/2
Pure neatfoot oil.....	14 @14 1/2
Extra neatfoot oil.....	10 1/2 @10 1/2
No. 1 neatfoot oil.....	9 1/2 @10 1/2
Acidless tallow oil.....	9 1/2 @10 1/2

## LARD (Unrefined)

Prime, steam cash, tierces.....	@12.67
Prime, steam loose.....	@11.75
Leaf, raw.....	@11.25
Neutral lard.....	@13.50

## LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@13.00
Pure lard, tierces.....	@13.00
Compound.....	@11.25

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	@13 1/2
Oleo stocks.....	@12
Prime No. 1 oleo oil.....	@12
Prime No. 2 oleo oil.....	11 1/2 @11 1/2
No. 3 oleo oil.....	@11
Prime oleo stearine, edible.....	9 1/2 @9 1/2

## TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	8 @8 1/2
Prime packers' tallow.....	@7 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7 1/2 @7 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 @6 1/2
Choice white grease, max. 4% acid, loose.....	7 1/2 @7 1/2
B-White grease, max. 5% acid.....	7 @7 1/2
Yellow grease, 12-15 f.f.a.....	6 1/2 @6 1/2
Brown grease, 40 f.f.a.....	6 @6 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Val-ley points, nom., prompt.....	@8 1/2
White, deodorized in bbls., c.a.f. Chicago.....	10 1/2 @11
Yellow, deodorized, in bbls.....	10 1/2 @10 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	@2 1/2
Corn oil, in tanks, f.o.b. mills.....	8 1/2 @8 1/2
Soya bean oil, seller's tank, f.o.b. coast nom.....	@10 1/2
Cocanut oil, seller's tank, f.o.b. coast.....	@8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @10 1/2

## FERTILIZERS.

Blood, unground and ground.....	4.25 @4.50
Hoofmeal.....	3.25 @3.50
Ground fertilizer tankage, 10 to 12%.....	3.15 @3.25
Ground fertilizer tankage, 6 to 9%.....	2.80 @3.00
Crushed and unground tankage.....	2.65 @3.00
Ground raw bone, per ton.....	32.00 @36.00
Ground steam bone, per ton.....	32.00 @34.00
Unground steam bone, per ton.....	30.00 @32.00
Unground bone tankage per ton.....	14.00 @17.00

## HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @135.00
No. 3 horns.....	75.00 @100.00
Horns, black and striped.....	35.00 @50.00
Horns, white.....	70.00 @75.00
Round shin bones, heavies.....	90.00 @100.00
Round shin bones, lights and med.....	55.00 @65.00
Heavy fats.....	55.00 @65.00
Light fats.....	45.00 @50.00
Thigh bones, heavies.....	90.00 @100.00
Thigh bones, light and med.....	85.00 @90.00
Buttock bones.....	45.00 @50.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse by-Products Markets" reports on another page.

# Retail Section

## Buying Habits Changing Neighborhood Shopping Centers Conserve Housewife Time

Buying habits and customs frequently change rapidly.

A few years ago retail stores were all located in a central shopping district. Today the housewife purchases much of her supplies, particularly of food, at neighborhood stores.

Growth of the cities and better and quicker methods of transportation which permitted the expansion of the residential districts have brought about these neighborhood shopping centers.

Success of a new business may depend on the proprietor's knowledge of customers' buying habits. This is particularly true of a retail meat business. Unless the retail meat dealer who is planning to start a new store studies carefully the character of the neighborhood in which he plans to locate, the type of the residents and their customs and habits of buying, and plans accordingly, he is taking a chance.

Some of the facts discovered recently about customers' buying habits are told by Lawrence A. Adams in this article of his series on retail meat merchandising. There is much good information in it for all retailers, particularly those who plan to start new stores.

Mr. Adams has made an exhaustive study of retail meat store merchandising and methods and knows what he is talking about.

This is the sixth of his articles which have appeared in THE NATIONAL PROVISIONER. The first was published in the issue of Nov. 9, 1926; the second on Jan. 1, 1927; the third on Feb. 19, 1927; the fourth on April 9, 1927, and the fifth on July 2, 1927.

## Where to Locate the Shop

By Lawrence A. Adams.

Among the important factors emphasized in the Consumer Demand report of the U. S. Department of Agriculture is the importance of neighborhood meat markets. The majority of housewives interviewed patronized markets near their homes.

This is of far-reaching importance, because back of the simple statement are results of changes in the economic life of American families, especially of those families which live in cities.

Ten years ago many small American cities had one shopping district where were practically all the stores within the cities. Today, in these same cities, there are to be found several neighborhood shopping areas where all kinds of food may be purchased. Often there are stores selling other types of articles such as hardware, drygoods, novelties and notions.

Several things which have caused this

change are of interest to retail meat dealers and the result is of such far-reaching importance that success or failure may depend on the butcher understanding the reasons for changes in custom.

### Auto Changes Shopping Habits.

The general use of automobiles is, perhaps, the greatest factor which has caused the growth of neighborhood shopping districts. Cities have spread out to an extent which 10 years ago would not have seemed reasonable to expect. Now the husband drives to work and there is not the necessity for him to live close to his place of employment.

This arrangement leaves the housewife somewhat distant from down-town stores and she turns to those which are convenient to her home. Practically all items of food, accordingly, are furnished by nearby stores and markets.

It is true this same housewife makes frequent trips to large down-town stores, but she does so seeking what are known as "shopping" goods, that is, hats, dresses, shoes and similar articles which are purchased after comparisons have been made among goods offered by competing stores.

Chain stores were among the first to recognize the importance of neighborhood stores. Those who have watched the growth of chain stores do not have to be told that much of their success is to be attributed to careful selection of locations.

Such choice was not left to chance, for the important chains have real estate departments which study each proposed site and leases are made only after experts

have convinced themselves of the desirability of each location.

Nowadays, when chain stores are patronized to such a great extent, customers have developed the habit of carrying purchases and naturally will do so only for short distances. Housewives who purchase groceries in chain stores wish to purchase meats in stores which are also convenient. Accordingly there are many examples of a chain store opening up in a neighborhood which previously had no stores.

Soon other stores come, and before long a neighborhood shopping area has developed. The chain store, after careful analysis, realized that the location would prove profitable and other stores followed the lead of the chain.

### Neighborhood Stores Patronized.

Some facts are presented in the Consumer Demand Report that will prove helpful to any dealer who is contemplating a new location. Every bit of information about consumers' buying habits is valuable, and the reports are a storehouse of facts.

Families which live in cities do most of their business with neighborhood meat shops. The nearer shop has the advantage for most people want to and do trade as close to home as is possible. Well over half of the consumers patronize shops within three blocks of their homes, and the majority of these go to the nearest shop.

Type of family has a great deal to do with habits. For example, poor families are more inclined to purchase of the nearest dealer than are wealthy families. This is illustrated by the fact that 49 per cent of the poor families interviewed reported that their purchases were made of the nearest dealer. Only 25 per cent of the wealthy families patronized the closest shop. Accordingly, the poorer the section of the city, the greater is the chance that patronage of close-by families will be given to the nearer shop.

Foreign families usually patronize shops owned and operated by men of similar nationalities. Accordingly, when any section of the city is under construction as a site for a new store, the surrounding population should be analyzed from the point of view of nationalities, and the conclusions which have been presented here should be applied only to typical American families.

Colored families were found to trade at nearby stores to an extent even greater than white families.

Some differences among cities were noted due to local conditions. Accordingly any dealer who is contemplating a new location will find it to his advantage to write to the United States Department of Agriculture for the consumer demand reports and request particularly that his name be placed upon the mailing list to receive the final report when issued this fall.

The next and last article in this series by Mr. Adams will appear in an early issue. It will give suggestions and ideas on how to build up a business and how to win and keep customers.

### HAM AND VEGETABLE SOUP.

Here is a soup that is different and that makes use of a "left over" usually wasted. Your customers will be glad to know about it.

After all the good meat has been sliced off a ham, boil the bone in plenty of water. When the meat which adheres gets tender, add 3 or 4 small carrots, cut fine; half a head of tender cabbage, cut fine; and a few potatoes, sliced. Cook until the vegetables are tender.

## Retail Bookkeeping

How do you keep books, Mr. Retail Meat Dealer?

You can't run a successful meat shop today without good bookkeeping any more than you can without scales!

Roy C. Lindquist's articles on book-keeping for retailers, which ran serially in THE NATIONAL PROVISIONER, have been reprinted in handy eight-page size. They are the best things ever written on this subject.

Subscribers may have a copy free. To others they are 25c each.

Fill out and return the following coupon.

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.  
Please send me a copy of "Bookkeeping  
for Retail Meat Shops," by Roy C.  
Lindquist.

Name.....

Street.....

City.....

Price, 25c. Subscribers, 2c stamp.

News of the Big Ham and Bacon Campaign for Retailers—See pages 23-26



## Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

During the Ham and Bacon Campaign THE NATIONAL PROVISIONER will print in this column special recipes for the use of these meats, prepared by food experts for use in this campaign.

Most of these are new and novel recipes, and the trade should pass them on to their customers.

### Ham Loaf.

Take 1½ pounds uncooked ham, ground; 1½ pounds lean beef or veal, ground; 2 eggs, 1 cup dry bread crumbs, 2 cups thin tomato sauce or soup, 1½ cups milk, ¼ teaspoon pepper, 1 tablespoon onion, 1 tablespoon green pepper and a few cloves.

Beat eggs slightly, combine with milk, and add bread crumbs. Allow this to soak while grinding together the ham, beef, onion and green pepper. Combine the two mixtures, add pepper and beat or work until thoroughly combined, then shape into a round loaf and place in a casserole or baking dish.

Bake in a moderate oven (300°) for 30 minutes, pour off any fat in the dish and add 2 cups of thin tomato sauce or soup. Stick a few cloves over the top and return loaf to oven for one hour longer. Serve with the sauce.

### NEWS OF THE RETAILERS.

John Wilson & Son have purchased the meat and grocery business of Joseph & Jacobs, 1117 Euclid avenue, Galena, Kan.

Gus Winter has engaged in the meat business at Durham, Kan.

P. F. Riordan has sold his West Iron avenue meat and grocery business, Salina, Kan., to the Lindeman Grocery Co.

J. J. Myers has purchased the meat department of the Harold Powell store at Great Bend, Kan.

H. Noah and Albert George has purchased the Sanitary Meat Market at Snyder, Okla.

Levi & John Leach have purchased the meat business of George Youts at Mineo, Okla.

Staley & Brown have purchased the Star Meat Market, Carnegie, Okla., from Henry Scott.

N. A. Hodgt has purchased the interest of L. Gilbert in the Sanitary Cash Meat Market, Sallisaw, Okla.

Paul and Tony Bertoli are to open a meat and vegetable market at 436 Fourth street, Santa Rosa, Calif.

The Broadway Cash Market has been opened at 5776 Broadway, Oakland, Cal., by Emil C. Baireuther.

A. M. Macnab has purchased Huston's Market No. 1 at 418 E. Second street, The Dalles, Ore.

Sam Freeman has engaged in the meat and grocery business at 11 E. Twenty-eighth street, North, Portland, Ore.

Carl J. Graten has opened a butcher shop at 172 Anderson avenue, Marshfield, Ore.

The Sanitary Market, Everett, Wash., has been chartered with a capital of \$5,000 by John C. and Renata Goos.

Medlen & Shively, Geneva, Neb., have sold their grocery and market to Charles and Henry Good.

The grocery and meat market of E. D. Guess, Rosenberg, Tex., was destroyed by fire recently.

W. C. McNeil has opened a grocery store and meat market at 400 Quincy street, Topeka, Kan.

Jacob Birchler, of Evansville, Ind., has purchased a half interest in the Qualitie Meat Market, Carmi, Ill. The business will be known as the Birchler Bros. Qualitie Meat Market.

Charles and Ross Gordon have purchased the Clayberg market in Prairie City, Ill., and have taken possession.

Oscar Lindstrom has disposed of a half interest in his meat market in Rockford, Ill., to Hjalmar Sodermark. The business will be operated under the names of the owners.

L. Blake has purchased the Brook's Meat Market, Shirle, Ind., and has taken possession.

Rudy Hess, formerly a partner in the firm conducting the West Washington Street Cash Market, Monroe, Wis., has purchased the retail meat business of the late Abraham Heer on North Jefferson street.

Wm. L. Miller has purchased the Upper Meat Market at Belleville, Ohio, from F. L. Griffin.

The Consumers' Grocery and Market is a new business in Sapulpa, Okla. Charles Miller and H. L. Simpson are the proprietors.

Henry Compton has sold the Ridge Meat Market, Newcastle, Ind., to William Haguewood and Bent Beall.

Doc Hamilton will open a new meat market at 129 North Main street, Newcastle, Ind.

Frank Madden has sold out his meat market at Gilmore, Ia., to Otto Hugh.

Capps and Stephan have sold out their meat market at Hampton, Ia., to J. N. Kottner.

A Mr. Clabaugh will open a meat market in Superior, Ia.

J. W. Coen has purchased the Busy Bee Meat Market, Excelsior Springs, Mo., from C. A. Albright.

William Wilkening has sold his retail meat business at Deshler, Nebr., to E. Schweize and Louis Bellweiler.

K. Korbel and A. Bartz have opened a meat market at Battineau, N. D.

Frank Henning has opened a meat market at Northwood, N. D.

Frank Butler bought the William Scheibel Meat Market at 433 Liberty avenue, Beloit, Wis.

H. E. Schweitzer opened a meat market in the Sontag Building, Chilton, Wis.

John F. Korlesky sold his grocery and meat market at Manitowoc, Wis., to Otto Tittel.

H. Rittel has opened a meat market at 2124 Flatbush Ave., Brooklyn, N. Y.

H. C. Rockwood has purchased the Emporia Grocery & Meat Market, 313 North Emporia St., El Dorado, Kan., from C. M. Plummer and Leon Fowler.

The Oakley Store Co., has opened a grocery and meat market at 13th and Wabash Ave., Terre Haute, Ind.

The Clark Street Meat Market has been opened at 3477 North Clark St., Chicago, Ill.

### WISCONSIN RETAILERS PICNIC.

The Wisconsin Retail Market Men's Association is planning to hold a picnic in Riverside Grove, Milwaukee, Sunday, July 31. Arrangements are being made for a big crowd and a number of unusual features have been planned for the entertainment of those attending, including games for the ladies and children and a horseshoe contest for the men.



## "Meat Retailing"

By A. C. SCHUEREN

A volume which transplants the former "butcher" into the Retail Meat Business.

A book which should be read by every one in the Meat Industry — Packer, Wholesaler, Salesman and Retailer.

*Its effect should be better and more profitable Retail Meat Distribution.*

Over 850 pages—163 illustrations—235 meat pricing charts — 60 useful tables.

For sale by

**The National Provisioner**  
Old Colony Bldg., Chicago  
Price \$7.00, postage extra

### Imitation Food Products for Window, Counter and Refrigerator Display

Circular and Price List sent on request  
**ARTISTIC PRODUCTION CO.**  
107 Lawrence St., Brooklyn, N. Y.

## Keep on

telling your customers that

# HAM and BACON

are good buys now. Dealers should keep in step with the advertising by offering attractive prices.—THE MEAT TRADE

# New York Section

## Among Retail Meat Dealers

The committee in charge of the joint outing and bus ride of the Brooklyn and South Brooklyn Branches, New York State Association of Retail Meat Dealers, certainly "knew their onions"—if the vernacular of the day may be permitted. To begin with, the place selected, Narragansett Inn, Lindenhurst, L. I., was ideal from several angles. The large dining hall comfortably seated the more than three hundred guests; the enormous grounds permitted of the parking of the buses and upwards of a hundred private cars in one little corner; the shady trees under which tables were placed, and at which there were various card games; the big field where games were run, and where the Brooklyn and South Brooklyn baseball teams contested; the chicken and duck farm, as well as the police dogs, attracted the old and young. And the ride was just long enough to sharpen the appetite for the shore dinner which was served at one o'clock. Chairman John Harrison made a very witty address of welcome and announced the events for the afternoon.

The races, for which there were appropriate prizes, created much mirth among the spectators and hard work for the contestants, resulting in the following winners: girls' race, Helen Smith; boys' race, Jack Van Gelder; fat men's race, Al Sussell; ladies race, Mrs. Marie Pierce; boys' sack race, John Becker; second boys' race, Joseph Wertheimer; girls' sack race, Ruth Wertheimer, ladies' sack race, Mrs. Marie Kittel; ladies' race, Mrs. Marie Kittel; three-legged race for men, J. Chalmers and G. Galling.

The committee was John Harrison, chairman; D. Van Gelder, Walter Manning and R. Selke of the South Brooklyn Branch, and Harry Hertzog, John Hildeman, William Helling, Anton Hehn and Joseph Lehner of the Brooklyn Branch. The Brooklyn and South Brooklyn Branches were so well represented that it would be impossible to mention all, but in the gathering from the other branches were noticed state president and Mrs. George Kramer; from the Bronx Branch Mr. and Mrs. Fred Hirsch and Mr. and Mrs. R. Schumacher and son; Eastern District, Mr. and Mrs. Charles Raedle and daughter, Mr. and Mrs. Al Haas and Mr. and Mrs. Theo. Meyer; from Ye Olde New York Branch, Charles Kramer, Joseph Eschelbacher, son and wife.

### Ye Olde New York Branch.

Interesting reports and constructive talks recompensed the many members of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, for braving the warm weather on Tuesday night of this week.

Herman Vetter, brother of treasurer H. T. Vetter, who has been engaged in the refrigeration business in California, gave a very instructive and constructive talk on refrigeration as applying to the retail meat dealer. He answered the many questions asked by the members at the conclusion of his talk.

Representatives of New York newspapers spoke on the ham and bacon campaign and made some suggestions. These have been referred to the board of directors.

A talk was given by Leonard Block on an improved attachment for electrifying slicing machines in order to increase their speed.

There were reports by the purchasing committee and the employment bureau. The latter is progressing nicely, and is

now offering their services to retail meat dealers throughout the city.

It was reported that the original idea of holding the first of a series of interbranch meetings on August 17th had been changed, as far as the date is concerned. It is now scheduled for the third week in October, and will probably be held in Brooklyn. State President George Kramer has requested that no other meetings be held that week, in order that all members may be able to attend the interbranch meeting.

A motion was made to rescind a previous motion for the Branch to hold its own dinner and dance, in order that members may participate in the interbranch dinner and dance to be given on Lincoln's Birthday, February 12, 1928.

### Philadelphia Field Day.

All arrangements have been made for the members of the New York State Association of Retail Meat Dealers to attend the old-time barbecue, picnic and field day of the Philadelphia Branch, which has challenged the New York State Association to a tug o' war. A special car has been chartered on the Pennsylvania Railroad and the schedule is for Wednesday, August 3rd, leaving at 10 A. M. daylight saving time, arriving in Philadelphia at noon, where the delegation will be met by representatives of the Philadelphia Branch, and at 12:30 luncheon at the Adelphi Hotel. Then the delegation will go by motor bus, via Fairmount Park, to Schuetsen Park. The athletic sports will start at 3 P. M. and the barbecue will be at 4:30. The New York delegation will leave for home from the Broad Street Station at 10 P. M. The cost of the entire trip, including luncheon, barbecue, railroad fare, bus and tips is \$11.00 per person. The ladies are cordially invited to participate and they will not have to pay any more or any less than the men. It is hoped that there will be a good attendance, and from the reservations being made it appears there will be.

Due to a bereavement in the family of president Philip Gerard, business manager Fred Hirsch presided at the meeting of the Bronx Branch on Wednesday evening of last week. In view of the torrid weather a motion was made that the members be served with refreshments. These were served and the business routine was given a greater impetus. There will be but one meeting during August, and this will be held on August 24th.

Mrs. Joseph Eschelbacher of Washington Heights and her daughter left on last Saturday to spend a vacation at Delaware Water Gap.

Mr. and Mrs. Charles Hembdt and their daughters, with Mr. and Mrs. A. DiMatteo, their two daughters, and Mr. and Mrs. Gottschalk, left last Sunday morning for a motor trip and will probably be gone two weeks. Their route will be through the New England states, making various stops but spending most of their time in Newport and on Cape Cod.

### KOUTERICK A SCALE EXPERT.

Advertising plans of the Jacobs Bros. Co., Inc., of 221-231 Wallabout street, Brooklyn, N. Y., are now in the hands of Chas. D. Kouterick, who is very well known in the meat trade. Mr. Kouterick has been made advertising manager of the company, and his experience in the meat industry and his acquaintance with the trade undoubtedly will be of great benefit to his concern.

## NEW YORK NEWS NOTES.

G. A. Billings, of Cudahy Brothers Co., Cudahy, Wis., was a visitor to the city this week.

J. J. Wilke, margarine department, Wilson & Company, was a visitor in New York this week.

W. E. Frost of the beef department, Swift & Company, New York, is spending his vacation in New Hampshire.

Myrick D. Harding, general superintendent of Armour and Company, Chicago, is spending the week in New York.

I. N. Jordan, of the general superintendent's office, Armour and Company, Chicago, is in New York and will probably remain for about two weeks.

Martin Rothschild, secretary of the United Dressed Beef Company, is vacationing in Europe, where he is spending the summer with Mrs. Rothschild.

Mr. and Mrs. Fred Hirsch of the Bronx have moved into their own home at 17 Alexander Avenue, Yonkers, N. Y. Mr. Hirsch will have his office there also.

Fred Schenk, one of the seven Schenk brothers, and president of the Columbus Packing Company, Columbus, Ohio, spent a few days in New York the latter part of last week. He was accompanied by Mrs. Schenk.

Miss Gertrude Clancy, with the John H. Burns Company, brokers, has been trying to explain the reason for the coat of tan. It is said by some that it was caused by the sun's rays on the beach at Atlantic City during the Fourth of July holidays.

Thomas J. Cully has been appointed divisional superintendent of Joseph Stern & Co., succeeding Dr. Lawson. Mr. Cully has been with the Joseph Stern organization since 1916 and has been foreman of the killing and cutting departments for the past five years.

The monthly tournament of the Wilson Golf Club will be held on Saturday afternoon, July 30th, at the Hillcrest Golf Club, Jamaica, as usual. It is interesting to note that while about the same contestants compete, there has been a different winner each month.

Following is a report of the New York City Health Department of the number of pounds of meat and fish seized and destroyed during the week ending July 16, 1927: Meat—Brooklyn, 5 lbs.; Manhattan, 259 lbs.; The Bronx, 7 lbs.; Queens, 6 lbs.; total 277 lbs. Fish—Brooklyn, 3 lbs.

Among the visitors to the Cudahy Packing Company this week were President E. A. Cudahy, Jr., and R. W. Moody, general branch house manager, Chicago, district manager J. J. Kelly, Boston, district manager M. J. Bowlby, Philadelphia, district manager D. E. Ford, Pittsburgh, and district manager J. K. Rickey, Hartford, Conn.

J. A. Blaum of the smoked meat department, Wilson's New York district office, made a short week-end trip to Philadelphia, where he visited relatives. Mr. Blaum feels this is all the time he can take, as with the Institute of American Meat Packers' big campaign on he can utilize his time to better advantage securing orders for hams and bacon.



# *Brennan's Selected*

## *"Custom Hams"*

(Reg. U. S. Pat. Off.)

### On Our Cutting Floor

you would think that our cutters are custom tailors. Watching them so carefully inspecting the green hams (with just enough fat to make them desirable and not wasteful to the trade)—seeing them exercise the utmost care in cutting and trimming—that is what makes the difference between a Ham and a

#### **Brennan's Selected "Custom Ham"**

You will find the same difference that you would find in "store" clothes and those made to measure by the best custom tailor.

#### **That's the Difference**

and the reason for an all-year-around uniform, select product which has won and holds the distinction of being the only

#### **"Custom Ham"**

### **Brennan's Selected "Custom Hams"**

*"Cost less in the end"*

Brennan's Select  
"Custom Hams"

Uniform quality

Uniform cure

Uniform weight

A uniform product

is

Your Uniform Supply

## **Brennan Packing Company**

3916 Normal Ave.

CHICAGO

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, bulk.....	\$10.25@11.75
Cows, cutters.....	4.00@ 6.00
Bulls.....	7.00@ 7.00

## LIVE CALVES.

Calves, choice.....	\$ 8.25@10.50
Calves, culls, per 100 lbs.....	8.00@12.00

## LIVE SHEEP AND LAMBS.

Lambs, medium.....	\$13.75@14.50
Sheep, bulk.....	@ 5.50

## LIVE HOGS.

Hogs, heavy.....	\$ 8.65@ 9.50
Hogs, medium.....	9.35@10.20
Hogs, 160 lbs.....	9.60@10.70
Hogs.....	9.40@10.60
Pigs, under 80 lbs.....	9.05@10.00
Good pigs.....	10.10@10.25
Roughs.....	9.40@ 9.50
Good Roughs.....	@ 8.30

## DRESSED HOGS.

Hogs, heavy.....	17 1/4 @17 1/2
Hogs, 160 lbs.....	@17 1/4
Hogs, 160 lbs.....	@17 1/4
Pigs, 80 lbs.....	@18
Pigs, under 140 lbs.....	@18 1/4

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy.....	.21 @.23
Choice, native light.....	.21 @.23
Native, common to fair.....	.19 @.20

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	.19 @.20
Native choice yearlings, 400@600 lbs.....	.20 @.21
Western steers, 600@800 lbs.....	.18 @.19
Texas steers, 400@600 lbs.....	.14 @.17
Good to choice heifers.....	.20 @.21
Good to choice cows.....	.15 @.16
Common to fair cows.....	.13 @.14
Fresh bologna bulls.....	@12up

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	.24 @.25	.28 @.30
No. 2 ribs.....	.21 @.23	.26 @.27
No. 3 ribs.....	.18 @.20	.24 @.25
No. 1 loins.....	.20 @.22	.26 @.29
No. 2 loins.....	.28 @.29	.32 @.35
No. 3 loins.....	.22 @.24	.28 @.30
No. 1 hinds and ribs.....	.26 @.28	27 1/2 @.31
No. 2 hinds and ribs.....	.24 @.25	.26 @.27
No. 3 hinds and ribs.....	.21 @.22	.24 @.25
No. 1 rounds.....	.19 @.20	.21 @.22
No. 2 rounds.....	@.18	@.20
No. 3 rounds.....	@.17	.18 @.19
No. 1 chucks.....	.15 @.16	.16 @.17
No. 2 chucks.....	.13 @.14	.14 @.15
No. 3 chucks.....	@.12	.12 @.13
Bolognas.....	@ 6	12 1/2 @13 1/2
Rolls, reg., 6@8 lbs. avg.....	.22 @.23	
Rolls, reg., 4@6 lbs. avg.....	.17 @.18	
Tenderloins, 4@6 lbs. avg.....	.60 @.70	
Tenderloins, 5@6 lbs. avg.....	.80 @.90	
Shoulder clods.....	.10 @.11	

## DRESSED CALVES.

Prime.....	.26 @.27
Choice.....	.20 @.22
Good.....	.18 @.19
Medium.....	.15 @.16

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	.28 @.30
Good lambs.....	.26 @.27
Lambs, poor grade.....	.22 @.25
Sheep, choice.....	.18 @.20
Sheep, medium to good.....	.16 @.17
Sheep, culls.....	.11 @.12

## SMOKED MEATS.

Hams, 8@10 lbs. avg.....	.24 @.25
Hams, 10@12 lbs. avg.....	.23 @.24
Hams, 12@14 lbs. avg.....	.22 @.23
Picnics, 4@6 lbs. avg.....	.17 @.17 1/2
Picnics, 6@8 lbs. avg.....	.15 @.16
Rollettes, 6@8 lbs. avg.....	.15 1/2 @.16 1/2
Beef tongue, light.....	.24 @.26
Beef tongue, heavy.....	.26 @.28
Bacon, boneless, Western.....	.26 @.27
Bacon, boneless, city.....	.22 @.23
Pickled bellies, 8@10 lbs. avg.....	.18 1/2 @.19 1/2

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.....	.22 @.23
Pork tenderloins, fresh.....	.50 @.52
Pork tenderloins, frozen.....	.35 @.40
Shoulders, city, 10@12 lbs. avg.....	.14 @.15
Shoulders, Western, 10@12 lbs. avg.....	.13 @.14
Butts, boneless, Western.....	.23 @.24
Butts, regular, Western.....	.16 @.17
Hams, Western, fresh, 10@12 lbs. avg.....	.21 @.22
Hams, city, fresh, 6@10 lbs. avg.....	.23 @.24
Picnic hams, Western, fresh, 6@8 lbs. avg.....	.13 @.14
Pork trimmings, extra lean.....	.19 @.20
Pork trimmings, regular 50% lean.....	.9 @.10
Pork trimmings, regular 50% lean.....	.10 @.11
Spare ribs, fresh.....	.10 @.11

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per	
100 pcs.....	@ 75.00
Black hooft, per ton.....	45.00@ 50.00
Striped hooft, per ton.....	45.00@ 50.00
White hooft, per ton.....	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per	
100 pieces.....	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.....	@28c	a pound
Fresh steer tongues, 1 c. trim'd.....	@38c	a pound
Sweetbreads, beef.....	@65c	a pound
Sweetbreads, veal.....	@1.00	a pound
Beef kidneys.....	@15c	a pound
Mutton kidneys.....	@ 8c	each
Livers, beef.....	@21c	a pound
Oxtails.....	@12c	a pound
Beef hanging tenders.....	@22c	a pound
Lamb fries.....	@10c	a pair

## BUTCHERS' FAT.

Shop fat.....	@ 2 1/4
Breast fat.....	@ 4
Edible suet.....	@ 5
Cond. suet.....	@ 4 1/2
Bones.....	@20

## SPICES.

	Whole.	Ground.
Allspice.....	19	22
Cinnamon.....	17	20
Cloves.....	22	27
Coriander.....	9	12
Glazer.....		16
Mace.....	1.10	1.20
Nutmeg.....	45	
Pepper, black.....	36	39
Pepper, Cayenne.....	40	44
Pepper, red.....	40	
Pepper, white.....	57	60

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals.....	.22	2.55	2.95	3.15	3.90
Prime No. 2 Veals.....	.20	2.35	2.70	2.90	3.65
Buttermilk No. 1.....	.19	2.20	2.60	2.80	....
Buttermilk No. 2.....	.17	2.00	2.35	2.55	....
Branded Grubby.....	.12	1.50	1.85	2.05	2.35
Number 3.....					At Value

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated.....	6c	5 1/2c
Double refined saltpetre, small crystal.....	7 1/2c	7 1/2c
Double refined large crystal saltpetre.....	8 1/2c	8 1/2c
Double refined nitrate soda, granulated.....	4c	3 1/2c
In 25 barrel lots:		
Double refined saltpetre, granulated.....	5 1/2c	5 1/2c
Double refined saltpetre, small crystal.....	7 1/2c	7 1/2c
Double refined saltpetre, large crystal.....	8 1/2c	8c
Double refined nitrate soda, granulated.....	3 1/2c	3 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.....	.25 @.27
Western, 48 to 54 lbs. to dozen, lb.....	.24 @.26
Western, 43 to 47 lbs. to dozen, lb.....	.23 @.25
Western, 36 to 42 lbs. to dozen, lb.....	.21 @.23
Western, 30 to 35 lbs. to dozen, lb.....	.19 @.21
Fowls—fresh—dry pkd.—prime to fecy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	@.28
Western, 48 to 54 lbs. to dozen, lb.....	@.27

Western, 43 to 47 lbs. to dozen, lb.....	@.26
Western, 36 to 42 lbs. to dozen, lb.....	.24 @.25
Western, 30 to 35 lbs. to dozen, lb.....	.22 @.23

Fowls—frozen—dry packed—prime to fecy.—12 to box:

Western, 60 to 65 lbs., lb.....	.27 @.28
Western, 55 to 59 lbs., lb.....	.27 @.28
Western, 43 to 47 lbs., lb.....	.25 @.26
Western, 30 to 35 lbs., lb.....	.21 @.22

### Ducks—

Long Island, prime.....	.23 @.24
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### Squabs—

White, 11 to 12 lbs. to dozen, per lb.....	@.55
Prime, dark, per dozen.....	2.50@ 3.00

## LIVE POULTRY.

Fowls, colored, per lb., via express.....	.23 @.24
Geese, swan, via express.....	@.10
Turkeys, via express.....	.25 @.30
Pigeons, per pair, via freight or express.....	@.30
Guineas, per pair, via freight or express.....	@.30

## BUTTER.

Creamery, extras (92 score).....	@.42
Creamery, firsts (90 to 91 score).....	@.41 1/2
Creamery, seconds.....	.37 1/2 @.38
Creamery, lower grades.....	.36 @.37

## EGGS.

Extras, regular packed.....	.27 1/2 @.28
Extra firsts.....	.26 @.26 1/2
Firsts.....	.24 1/2 @.25 1/2
Checks.....	.20 @.22

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, delivered per 100 lbs.....	@ 2.35
Ammonium sulphate, double bags, per 100 lbs, f.a.s. New York.....	@ 2.35
Blood, dried, 15-16% per unit.....	@ 4.25
Fish scrap, dried 11% ammonia, 10% B. P. L. f.o.b. fish factory.....	4.50 @ 10c
Fish guano foreign 13@14% ammonia.....	4.40 @ 10c
Fish scrap, acidulated, 4% ammonia, 3% A. P. A., f.o.b. fish factory.....	3.50 @ 50c
Soda Nitrate, in bags, 100 lbs. spot.....	@.240
Tankage, ground, 10% ammonia, 15% B. P. L. f.o.b. fish factory.....	4.25 @ 10c
Tankage, unground, 9@10% ammonia.....	3.70 @ 10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags, per ton.....	@31.00
Bone meal, raw 4 1/2 and 50 bags, per ton.....	@39.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 9.00
Potash.	
Manure salt, 20% bulk, per ton.....	@11.70
Kainit, 12.4% bulk, per ton.....	@ 9.00
Muriate in bags, basis 80%, per ton.....	@34.50
Sulphate in bags, basis 90%, per ton.....	@44.50
Beef.	
Cracklings, 50% unground.....	@ 1.15
Cracklings, 60% unground.....	@ 1.30
Meat Scraps, Ground.	
50%.....	@68.00
55%.....	@74.00

## BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending July 14, 1927:

	July	8	9	11	12	13	14
Chicago.....	39 1/2	39 1/2	40	40 1/2	40 1/2	40 1/2	40 1/2
New York.....	41 1/2	41 1/2	41 1/2	42	42 1/2	42 1/2	42 1/2
Boston.....	42	42	42	42	42 1/2	43	43
Philadelphia.....	42 1/2	42 1/2	42 1/2	43	43 1/2	43 1/2	43 1/2

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	39 1/2	39 1/2	39 1/2	40 1/2	40 1/2	40 1/2
Receipts of butter by cities (tubs):						

	This week.	Last week.	Last year.	—Since Jan. 1—1927.
Chicago.....	58,897	48,841	55,496	1,893,220
New York.....	72,248	78,098	72,745	2,044,602
Boston.....	35,150	26,867	29,445	728,906
Philadelphia.....	20,546	26,278	22,318	638,250

Total .....188,841 179,280 180,004 5,304,687 5,201,906

## Cold storage movement (lbs.):

	In July 14.	Out July 14.	On hand July 15.	Same week day last year.
Chicago.....	467,152	8,106	23,576,468	24,887,105
New York.....	342,284	98,342	15,245,232	16,945,119
Boston.....	124,745	23,914	10,072,823	9,685,254
Philadelphia.....	24,763	31,228	5,068,591	5,838,678
Total.....	958,924	161,590	53,968,114	57,356,156



